National Petroleum News

Representing Independent Oil Men

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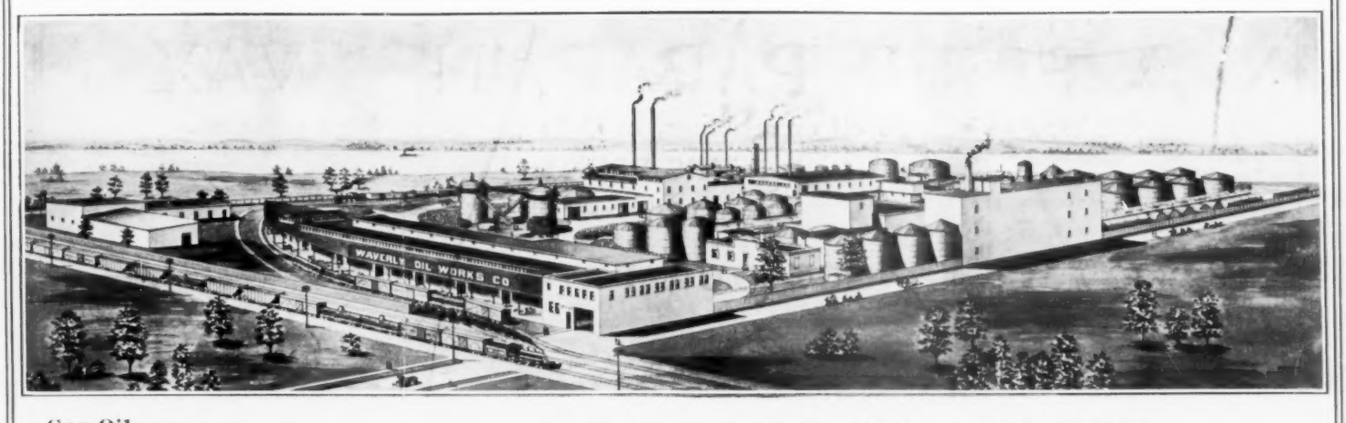

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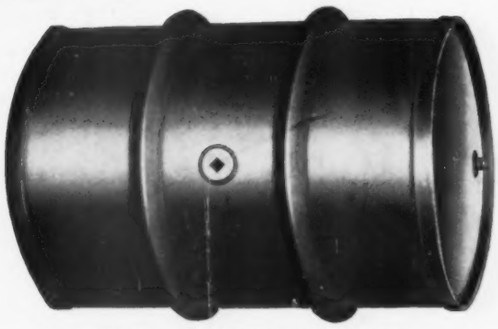

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The National Petroleum News

That Prints the News for The Independents

Vol. V | CLEVELAND, OHIO, JANUARY, 1914 | No. 11

Going Up!

No Panic in Sight for the Oil Trade

Marketers Report Good Business for 1913 and Prospects Are not Bad

The oil business is good and there will be no panic.

This is the substance of reports obtained by this paper from marketers of petroleum throughout the country for its annual review of the oil situation.

By saying that the oil business is good does not mean that it is better necessarily, than other years, as there are some complaints, particularly about the low level of tank wagon prices for gasoline and refined oil. This is particularly true in the territory heretofore granted solely to the Waters-Pierce interests and which is now the seat of severe competition between those interests and the Standard Oil Company of Indiana. But the general situation, however, is such that no tears need be shed.

The much talked of panic has not transpired and in the opinion of the oil trade at least, will not come. Reports from financial quarters and the big steel centers support very heartily that opinion. Money abroad has eased off very materially even in the last few days and steel mills that shut down the latter part of December are opening again.

The department of commerce is busily engaged in investigating the commercial situation, not only to ascertain if there is going to be a panic but if there is any real reason for one. The department is also looking to the future, and its investigators are now getting the opinions of many men as to a possible business code for the business world of this country similar to a code in use in Germany. Among other things, the department is considering the desirability of recommending for this code a provision that the manufacturer of a product which reaches the consumer under the manufacturer's brand may require all jobbers and retailers handling that product to observe his price on it.

That the department will recommend such procedure, the department does not say, but the fact that it is investigating it, counts a great deal.

The only serious panic talk that the writer has heard came from a man who for years has been employed in various capacities by the Ohio State Board of Commerce which is supposed to be the parent organization for the various municipal Chambers of Commerce and Boards of Trade. This Ohio State Board of Commerce has long been looked upon as anything but a leader in the so-called "progressive" causes and it has backed practically all the legislation in Ohio opposed by the more advanced majority of the population and has bitterly fought all legislation offered by that majority so that, not to offend the State Board of Commerce, it could properly be termed, "reactionary."

The representative of this organization recently poured out a very long story to the writer how legislation and demands of labor were so burdening the business man that he was unable longer to exist except at a loss and that along with the Wilson administration at Washington, the low

tariff and all the other happenings of the past year and more, had brought on a real panic which he maintained was present today. He cited a number of companies that had let off men, some of which the writer happens to know laid them off because it is their usual dull season, and others like the automobile trade, have not only faced a dull season but some are not any too strong financially, but that is due solely to their own methods of doing business and is no concern to the country at large.

BANKS NOW LOUD.

The banks of the country now seem to be breaking their necks to get into the new Federal banking system so that no loud objections to that law have been heard from banking circles since the law was enacted.

It is felt that the oil business should improve during the coming year, if for no other reason than that the ordinary growth of the country and of business in general, should set the demand for oil far enough ahead of the supply to warrant and to force an improvement in price.

On gasoline, there is no reason why there should not be an advance, even with some gasoline substitute and special processes on the market, because since general business conditions are good, the cars that will be used will burn up as much mileage as heretofore, and the report from the automobile companies is that they will continue increasing their sales this next season in most cases. Some of the higher priced cars naturally will not increase very much, if at all. Then, there is the coming of the cyclecar which should eat up quite a few gallons of gasoline and lubricating oil.

The Standard Oil Company is increasing the number of automobile filling stations controlled by it or in which its oils are sold exclusively throughout the country. New stations are now being erected at St. Louis, Dayton, Ohio, and at Memphis, Tenn., and it is expected by spring that this new policy of the Standard will be in effect over a very fair portion of the cities of the country. So far, these stations have brought about a lower price as they have eliminated the factor of delivery. In St. Louis the new station is reported to be selling gasoline at 14 cents, whereas the tank wagon price is said to be 16½ cents. In Cleveland, where two stations have been operated for some months, there has been no change in the market. These stations put out the gasoline at 17 cents, a cent below the market, but so far none of the independents are reporting any serious loss in gallonage or any decrease in price by reason of competition of these stations.

The automobile owners seem to appreciate now that they must pay for the use of these filling stations by their own inconvenience so that those who want to fill their own machines from their own tanks are willing to pay the necessary difference. However, unless all the markets are advanced, these oil filling stations, if they become numerous enough, will probably weaken somewhat the gasoline market and force some of the independents into the same line of business.

So far as it is known, the Standard is running a cash business only for these stations, which is much preferable in itself to giving credit to garage men and even private car owners.

PIERCE TO FIGHT.

The Waters-Pierce interests have started their refinery at Sandspring, Okla., and it is expected that by spring they will be pretty well intrenched for a sharp campaign of business in their old territory, so that through the states of Missouri, Kansas, Oklahoma, Arkansas, and Texas, this fight may result in further trouble for the independents. Although in Oklahoma, the decision of the Oklahoma Railroad Commission on the tank wagon markets of that state is looked forward to with interest as offering a possible protection against serious price cutting; reports so far, however, are that the commission's action will probably be to set a maximum price, which will not interfere with price cutting in itself.

During the past month, gasoline dropped ½ cent at Nebraska points, whereas at many Oklahoma points, there was an advance of anywhere from ½ cent to a cent a gallon.

The refined oil situation is still beclouded by the decline in the use of the oil lamp, but unquestionably refined oil markets will be helped very much this coming summer by better refining methods. Refiners last summer were increasing their naphtha cut, but it was not until fall that the cut was at its maximum. Some are getting 33% on Pennsylvania crude where they used to get 18 and 20%. This long cut reduces the burning oil cut, and is inclined to advance the flash point of the oil. Some trouble has already been experienced by marketers, but the refiners say that they simply cannot do anything else under present oil inspection laws and with the present state of the market. By summer there should be in use by a number of the refiners at all events, a new process for making a motor spirit which will very largely reduce the quantity of burning oil on the market and which should serve to relieve the refiner who has been selling his burning oil in the East at all events, at less than the cost of crude and should relieve the jobber by giving him a product at a lower price than the cost of gasoline.

Just how far the development in the refined business will run in the next six months is hard to say at the present time, but there is no question but what there will be a big improvement, which should materially benefit everyone down the line.

Some of the replies received to this paper's inquiry as to how is business and why, are given herewith:

MARION OIL COMPANY, LIMITED, NEW ORLEANS:—"We do not recognize that there is any panic, or near panic, in this section, neither this last year, nor do we anticipate any the coming year.

"We have not felt any business depression in this territory up to date. The oil business in this section is twenty-five per cent better than last year. This applies to refined oil, gasoline and lubricating oils."

BLIVEN & CARRINGTON, INCORPORATED, NEW YORK:—"In response to your request for information as to the business situation in the lubricating oil line in our territory, we would state briefly that our total output for the current year in terms of gallonage will show an increase of a little over 20 per cent compared with 1912. Owing to the advance in refined oil, however, at the beginning of this year, amounting in some cases to as high as 6 cents per gallon, profits have not kept pace in the same proportion. It is a difficult matter for a jobber to advance his prices to the consumer more than nominally, as the latter would be apt to go shopping and stray away from the fold. We have, therefore, contented ourselves in numerous instances with carrying our old trade at about the same figures as last year and expect to continue to do so unless a further rise in

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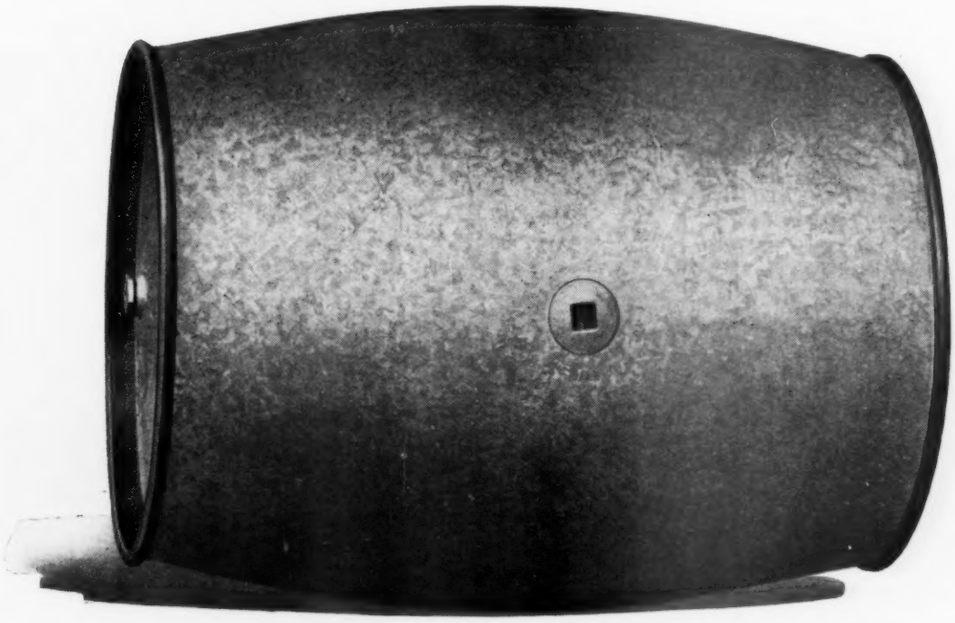

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the crude oil market should necessitate a revision of our price list.

"As for the outlook for the coming year, we only hope that the sentiment so generally prevalent for a considerable improvement, will become a reality. All political factors which have tended to depress business during the past few months have been practically eliminated, and there is no reason why confidence should not once again be restored throughout the country. Of course, there is still the Mexican crisis to reckon with, but if this has in any way been responsible for a falling off in business in our own particular line, we have so far failed to notice it."

AMERICAN OIL & SUPPLY COMPANY, NEWARK, N. J:—"We do not believe there will be a panic or very serious business depression during the year 1914. From the best information we can glean, there may be a still further slowing down in some industries until the real effect of the new tariff is determined, but we are in the center of an industrial community and we find a pretty healthy condition existing here now, and the large majority of manufacturers are optimistic. The slight depression that has taken place in our territory has not materially effected us as yet.

"Our 1913 business will be fully up to the 1912. The oil business, while probably no better than 1912, is fully as good, but a larger volume of business is necessary in order to secure the same amount of annual profit owing to the increase in the cost of oils which in some instances cannot be placed on the consumer, the result being that we do more business and make less money."

THE N. Y. FAILS LUBRICATING COMPANY, BUFFALO, N. Y:—"So far as our company is concerned, we had, we might say, a satisfactory year during 1913. We, like many others, were a little too greedy for business and trusted more or less, particularly with the automobile industry, and were compelled to charge off accounts, more than our business warrants. Therefore we will be more cautious for the year 1914.

"We do not see a very good future for the lubricating game. The automobile industry is going to get in the same channel the stationary trade did. The outside oil concerns, when the automobile industry started, neglected their stationary trade and put their energy in automobiles. The S. O. Company has devoured more or less of the stationary trade and are now after their heel for the automobile trade, with an oil for a low price with a zero cold test. Our goods are costing us more, with no advanced price to the consumer. We prophesy that the big people are putting the kibosh on the independent refiners. As you have noticed, crude has advanced a little and is going to advance. The manufactured products will not go higher, if anything, it will be reduced. Gasoline and refined oil we have not been doing much with but will in the spring. We are making arrangements to sink tanks and put on some tank wagons.

"We have answered your letter giving your point of view, and do not consider we are going to have any panic, but do not think there will be very much improvement in business. You will see more or less oil concerns cutting prices in order to meet their overhead expenses, and keep even, and that will be bad. We do not see any dividend for 1914, for while we may not have a panic, in our estimation, the trade will drop off, and each one having the same payroll, will endeavor to keep their organization together by putting as many goods upon the market as they can, and will cut the price."

GOOD WILL INDEPENDENT OIL COMPANY, ENID, OKLA: "We have felt a business depression. There has been a great disturbance in price cutting. Gasoline is sold from 14 to 18 cents, and oil from 6 to 12 cents.

"The Corporation Commission has taken the situation in hand, and we are hoping that there will be an adjustment of price. There is no reason for the price to vary this way, as the crude has not changed to make such a difference.

"We believe that next year will be much better. The general outlook over the country in general is very promising."

A. C. Carpenter, manager of the Lesh Oil Company, at Paola, Kans., station, has moved his headquarters to Ottawa, Kans. The company has put up a new warehouse at Ottawa for lubricating oils and greases, two 10,000 gallon tanks and one for 18,000 gallons.

The Illinois Oil Company is planning to erect a distributing plant at Canton, Illinois.

Have You a Copy of this Bulletin?

IF you are interested in the inspection of Petroleum and its products, you will find it invaluable. It illustrates and describes Hydrometers—Glass Jars—Fire Testers—Melting Point Testers for Wax—Viscosimeters—Oil Freezers—Oil Thieves—Water Indicators and Oil Samplers—Thermometers

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FACTORIES:

Cleveland, Ohio Kansas City, Mo.

Miniature Autos Will Increase Demand for Oil

Forty Manufacturers Ready to Put Cycle Cars on the Market—What "Lub" They Need

The oil marketer who is on to his job will add another brand to his lubricating oils within the next thirty days if he has not already done so. That brand will be on an oil very similar to his auto oil, but perhaps a little bit heavier or lighter, as the engine is air cooled or not, than is used on the ordinary car, and the name of that brand, which is really the all important factor, will have reference to its use on the cyclecar, which now threatens to change very materially the automobile map of this country.

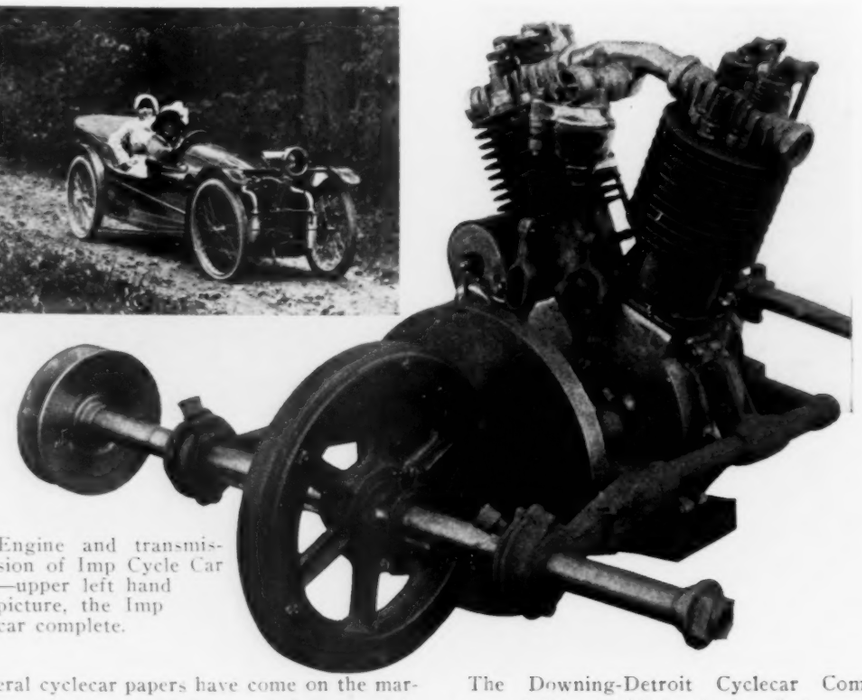
More than forty companies have already planned to build cyclecars, 29 of them in Detroit alone. Just how many cars these companies will put out, the canvass of the companies fails to show because the majority of them have not really got their plans materialized. One man who claims to have his plans pretty well formulated, says he will build about 3,000 cars in 1914, and another 10,000 cars. At all events, we can safely look for an average of 4,000 cars each, as the cars are small and light and can be quickly turned out, so that 150,000 to 160,000 cyclecars this year would not be an exaggerated number from present indications. The new car promises to be a big seller, especially after its initial season, when the various models have been tried out more thoroughly, and there is every reason to believe that it will become, from an oil man's standpoint, almost as important a factor as the automobile.

Perhaps you ask, What is the cyclecar? It is a miniature automobile or an enlarged motorcycle. In a nut shell, it amounts to a four wheel motorcycle with a two or four cylinder engine of 10 to 18 horsepower, with the usual automobile hood and body, generally capable of holding two, and built like that of an automobile, and it will carry from 400 to 650 pounds.

The big thing is that these cars will be put on the market at a price of from $350 to $425. They will go fifty to seventy miles on a gallon of gasoline, according to the present statement of their makers, and, of course, their up-keep will be materially less than the automobile all along the line.

The cyclecar is built not only for a town car, but to get over the country roads and to stand up under hard usage. Many long cross country trips have been made in this country with these cars with great success. Several cars have been made in this country for some years, but they have been more in the way of a trial proposition, and their sale has not been at all general. In Europe, however, cyclecars have been in operation from six to eight years with great success.

That the cyclecar is to be taken seriously is shown, among other things, by the fact that the Chalmers Motor Company, of Detroit, has incorporated the Saxon Motor Company with $350,000 capital, and officered by the regular officers of the Chalmers Company. The Saxon Company will specialize on a motorcycle to be sold at $395. The company plans a productios of 10,000 cars during this year. Already, several cyclecar papers have come on the market to take care of the new industry, and in Detroit, in November, the Detroit Cyclecar and Motorette Club was organized, and a similar club has also started in Chicago.



Engine and transmission of Imp Cycle Car—upper left hand picture, the Imp car complete.

Automobile men are already discussing the seriousness of competition of the cyclecar, for the success of the Ford Company and its car indicates what a still cheaper car can do. One authority states that Henry Ford, of the Ford Company, got his idea from a cyclecar which he saw some half dozen or more years ago.

From present indications, cyclecars will not be handled to any great extent through the regular automobile garages, probably largely due to their being in competition with the higher priced cars, and it is not probable that many of them will be handled through motorcycle agencies.

When the selling plans of the cyclecar companies become public it is judged that the cyclecar industry will have its own agencies, although in all probability, after the cars have been out on the market for some time, they will come to the regular garages and repair shops for attention and supplies.

KINDS OF ENGINES.

The power equipment of the cars so far announced, and which information will be of value to the oil man in figuring on lubrication, is as follows:

The Imp Cyclecar Company, of Auburn, Ind., of which W. H. McIntyre, former well known automobile manufacturer, is president.—Vertical two-cylinder motor, with cylinders set 45 degrees apart; develops 10 hp. at 1,500 r. p. m. and 15 hp. at 2,500 r. p. m.; inlet valves operated mechanically. Cooling is accomplished with fins cast close together on cylinders and exhaust connections. Cylinders both face front of car and with hood constructed to permit air to be deflected around the back of cylinders.

The Downing-Detroit Cyclecar Company, of Detroit, Mich.—four cylinder water cooled unit power plant on Model M., and two cylinder air cooled motor, 13 hp. at 2,500 revolutions per minute on Model A.

Detroit Cyclecar Company, of Detroit, Mich.—four cylinder water cooled unit motor, 12 hp.

Scripps-Booth Cyclecar Company, of Detroit, Mich.—two cylinder, air cooled, four cycle motor, 10-12 hp. Lubrication by splash and gravity.

Tarrytown Motor Car Company, of Tarrytown, N. Y.—two cylinder, four cycle motor, 10-12 hp.

American Cyclecar Company, of Bridgeport, Conn.—four cylinder, four cycle, block motor, 14-18 hp.; lubrication by pump and splash.

Woods-Mobilette Company, 1509 Michigan blvd., Chicago, Ill.—four cylinder, air cooled motor, 12-14 hp.; automatic oil pump for lubrication.

Puritan Motor Company, of Chicago, Ill.—10 hp. DeLuxe cyclecar type motor.

Falcon Cyclecar Company, of Cleveland, O.—no details.

Saxon Motor Company, of Detroit, Mich.—four cylinder motor, cooling by thermosyphon system.

Dayton Cyclecar Company, of Joliet, Ill.—two cylinder, air cooled DeLuxe motor, 9-13 hp.

Flyer Motor Car Company. Ford bldg., Detroit, Mich.—four cylinder block, water cooled motor.

J. P. LaVigne Cyclecar Company, of Detrot, Mich.—four cylinder, air cooled motor.

Dudley Tool Company, of Menominee, Mich.—no details.

Mercury Cyclecar Company, of Detroit, Mich.—two cylinder, "V" air cooled motor.

Manufacturers of parts have already recognized the cyclecar, and the Kirkham Mo-

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Factory—Toledo, O.

tor Mfg. Co., of Bath, N. Y., has developed a two cylinder, 30 degree "V" type air cooled four cylinder motor, three inch bore, with a three inch stroke for cyclecars. This motor has developed on the block 9 hp.

There is no uniformity in most of the cars as regards size of cylinders, as they run anywhere from 2¾ inch bore up to 3⅞, and from 3.67 inch stroke to 4½ inch stroke.

The Mayer Carburetor Company, which has been making automobile carburetors for a good many years, has developed a small carburetor for the cyclecar which is said to be very economical in its use of fuel.

An effort by this paper to get from the manufacturers of these cyclecars data on their use of lubricants failed to develop very much information, owing to the unorganized condition of the business, but the following made reports:

Mercury Cyclecar Company, Detroit, Mich.—"Our cyclecar is using nothing but gasoline at present. Our lubricant at present is Gargoyle Oil (made by the Vacuum Oil Company, Rochester, N. Y.); they were on the job to ship us sample cans. We have not gone into a technical test of this. We will probably build 3,000 cars in 1914. Our engine being air cooled, will require different oil than water cooled engines."

W. H. McIntyre Company, Auburn, Ind. —We are using for lubricating the product of the Indian Refining Company. Don't know that it requires any special lubrication. It is an air cooled motor and requires a little heavier oil than a water cooled motor. We furnish a small sample with each car."

American Cyclecar Company, Bridgeport, Conn.—"Commercial gasoline, as it is now made, will be used. The motor in this car is of the standard design, and will, of course, require lubrication. Any good grade of oil that has a high flash point, does not carbonize, and does not become gummy and sticky in the winter time, will be what is best wanted. As far as we know, we do not figure on any special kind of lubricant on the motor or on any of the other parts on the chassis. Of course, we will use a lubricant on the cars and chassis parts where required."

As indicative of a class, we have above reproduced photos of one car made by the McIntyre people called the Imp Cyclecar Company, of Auburn, Ind., and also of its engine, and give the following description of it:

The Imp Cyclecar is 10 to 15 horsepower tandem seating, friction belt drive. It has a wheel base of 100 inches and a tread of 36 inches.

The Imp Cyclecar has the weight very low down, the ground clearance being 8 inches, but the frame being underslung and all of the drive mechanism on either side of the bed instead of underneath, the riders sit comfortable in a position taken in racing cars, seated but 16 inches from the ground iself. The car can be tipped at a 45 degree angle with passengers in it without upsetting.

The body design—a 4 foot hood covering the power plant. (On either side of the car a shield stretches, covering the belt.) There is space at the back for tools and some luggage.

Speed—the Imp Cyclecar will make 45 miles an hour and run 50 miles on a gallon of gasoline. The machine has ball bearings throughout, only annular bearing being used, and contains but a few gears—the motor timing gears—and these enclosed. The motor is well muffled and no cut-out is fitted.

Motor—Two vertical cylinders set at an angle of 45 degrees; valves operate mechanically. Motor will develop 10 horsepower at 1,500 revolutions per minute, 15 horsepower at 2,500 revolutions.

Cooling—Is accomplished with fins cast close together on cylinders and exhaust connections.

Starter—The motor is started from the driving seat.

Carburetor—Is of the standard float type with compensating air valve.

USE AN AIR-FRICTION with new 1914 improvements. Increases power and economy of motor one-half. Absolutely impossible to choke or load like other carburetors. Uses distillate, gasoline or half kerosene with finest results. Starts easy in coldest weather. We fit all motors, guaranteeing definite results or refund money. Exclusive county rights. Special price first order. Liberal exchange on other carburetors.

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CANCO
MARK

ALL oil and grease cans bearing the "Canco" mark are guaranteed first quality and uniform in workmanship.

Coupled with this guarantee is our unequalled service and efficiency, making it dependable that shipments will be prompt and as ordered.

Our manufacturing plants are located at convenient shipping points, with a view to decreasing freight charges and insuring quicker deliveries.

Samples and Quotations Promptly on Request

American Can Company

Chicago, Cleveland, NEW YORK, Pittsburgh, Kansas City, San Francisco, St. Louis

With Offices in All Large Cities

TRADE
CANCO
MARK

Spermo Lubricant

There is expectancy and efficiency in every atom of Spermo Lubricant. It will fully demonstrate what a perfect lubricant should do.

Spermo Lubricant is an innovation. Quality absolutely unequalled. Every comparative test has proven its vast superiority. It is individuality and integrity that inspires confidence and gets the cheap competitor's goat.

WARREN LUBRICANT CO.

Main Office & Works: BUFFALO, N. Y., U. S. A.

NEW YORK STORE—EXPORT DEPT.
27 COENTIES SLIP
A. J. SQUIER, Manager

CHICAGO OFFICE & WAREHOUSE
161 WEST MICHICAN ST.
F. M. SANDERSON, Manager

We Sell Our Entire Output to Jobbers Exclusively

ALBERT J. SQUIER, Vice-President

M. M. SANDERSON, President

Oiling—A piston pump is used to circulate oil throughout the engine.

Transmission—Four speeds forward and reverse may be obtained with transmission of the friction type. A special alloy disk is attached to crank shaft while the sliding member has a detachable friction ring clamped between two metal flanges. An original feature, not found in other transmissions of this type, is the automatic controlling of pressure between friction surfaces when these parts are engaged. The transmission is designed to do automatically what has heretofore been left to the operator in transmission of this type. The possibility of undue wear is reduced to a minimum. All this has been borne out absolutely in severe tests.

Drive—A 1⅛-inch "V" belt carries the power to the rear wheels. This belt is exceptionally long and requires practically no adjustment.

Springs—Two transverse springs are mounted on underslung body at each end. One spring over the other holds the wheel in vertical position.

Brakes—A hardwood "V" block attached to lever in radius rods and controlled by pedal is pressed into rear pulley grooves.

Steering—Steering is accomplished through rack and pinion mounted at forward end of almost horizontal steering column. A 14-inch wheel is provided for steering. Distance rod which holds both wheels in proper relation is in two parts and suspended on arm in center. This center arm pivots on vertical axis same as steering knuckles. The object of making distance rod in two parts is to provide a means compensating for spring elongation. A horizontal link connects rack with center arm.

Wheels—Wire wheels of bicycle pattern with spokes laced tangent. Rear pulley for belt is riveted direct to rim. Hubs have adjustable self-contained ball-bearings; 100-inch wheel base and 36-inch tread.

Tires—28x2½ Standard Clincher front and rear non-skidable.

Weight—600 pounds.

Price—With lamps and horn complete, $375.00. Top, windshield and storm front, $20.00 extra.

BURKE ASKS TRADE TO WRITE CONGRESS

Charles Russell Burke, who has been trying to get the patent office to grant him a patent on his process for refining naphtha and gasoline from kerosene distillate by joining the vapors to the distillate with natural gas under pressure, has forwarded an appeal to the Hon. Champ Clark, speaker of the House of Representatives, for the investigation by the House of why his patent has not been granted. Mr. Clark has replied that Mr. Burke's request for an investigation will be introduced in Congress for action very shortly.

Mr. Burke accused various gentlemen who were associated with him at one time in the early application of his process in West Virginia, of delaying and hindering the issuing of his patent for the benefit, among others, of the Standard Oil Company. Mr. Burke has assembled all of his charges in a printed pamphlet which he distributed pretty generally to the oil trade in November.

Mr. Burke now asks that the oil trade write their members in Congress to favor the investigation of Mr. Burke's charges in order that not only he may get a square deal but that the trade may know exactly what to expect of the process. Mr. Burke requests that these letters be sent at once by every oil man interested.

CHRISTMAS & NEW YEAR'S ACKNOWLEDGMENTS

Herewith the publisher of this paper acknowledges the many gifts of the season, both for Christmas and New Year's.

There is a great improvement in the calendars that came to this office this year, especially over a number of years ago; the calendars today being not only serviceable, but likewise artistic.

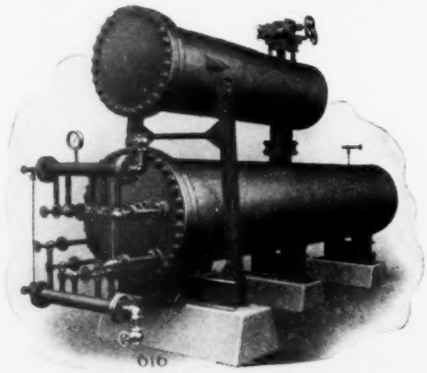
One of the serviceable gifts that was received was a leather pocketbook with small calendar cards enclosed, with name of the recipient stamped on it in gold, from the Stover Gas Manufacturing Co., of Freeport, Ill.

We thank the following for their beautiful calendars:

The Chelsea Refining Co., Tulsa, Okla.
Stevens Grease & Oil Co., of Cleveland, O.
Warren Lubricating Co., of Buffalo, N. Y.
Hammond Iron Works, of Warren, Pa.
Spang & Company, Butler, Pa.
A. J. Bradley, New York.

Refrigerating Machinery

FOR OIL REFINERIES



GENERATOR AND ANALYZER

Making, as we do, in our own factory the various parts needed to equip a complete Refrigerating Plant, insures a uniformity in workmanship and construction that few can claim. Our Absorption Plants for Oil Refineries are giving excellent results wherever installed.

GENERATOR—The shell of the Generator is made of heavy flange steel, with welded seams throughout—no rivets are used in any part of the shell construction, thus avoiding the leaks due to contraction and expansion. Heads are made of close grained Air Furnace Iron. Steam Coils of extra heavy lap welded genuine wrought iron pipe, of either continuous welded or return bend type.

ANALYZER—The shell and head construction of the Analyzer is the same as that for the Generator. We build Analyzers of either the horizontal or vertical type. Analyzer trays are of cast iron of the Sealed-Pocket Type. This special arrangement of trays and connection between Generator and Analyzer prevents splashing or foaming.

Both Generator and Analyzer are furnished complete with all necessary supports, pressure gauges, gauge glasses, pump-out and drain connections.

Write for Bulletin 52 for complete information

York Manufacturing Co.

YORK, PA.

Branches in All Principal Cities

The Anchor Steel Barrels

ANCHOR "STANDARD"

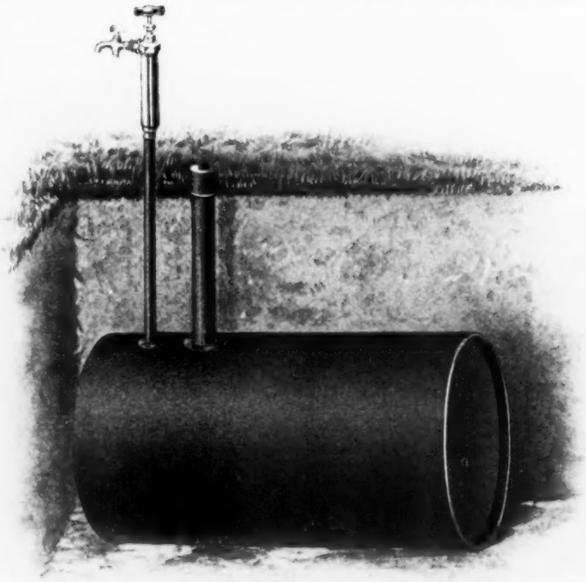
Capacity 10-30-55-110 Gals

Are the Strongest and Most Durable Containers Manufactured

Trade Mark

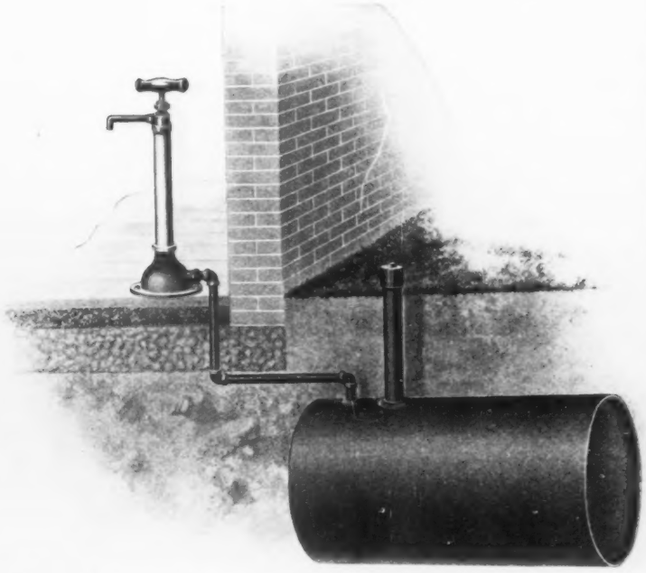
ANCHOR "SPECIAL"

THE ANCHOR OIL STORAGE SYSTEMS



No. I

TANKS I, II, III, V Barrel Capacity



No. II

Only the best materials are employed in the construction of these tanks and the pumps are unrivaled for strength and finish

WRITE FOR JOBBERS' PRICE LIST

THE MEURER STEEL BARREL CO., Inc.

WORKS:
LONG ISLAND CITY

Nos. 567-579 Flushing Ave.
BROOKLYN, N. Y.

SALES REPRESENTATIVES:

MIDDLE WEST:
J. A. HALDERMAN,
222 No. State St., CHICAGO.

EAST'N OHIO—WEST VIRGINIA—WEST'N PENNSYLVANIA:
J. K. WOODS,
First Nat. Bank Bldg., PITTSBURGH.

PACIFIC COAST:
WM. M. DUVAL & CO.
Santa Marina Bldg., SAN FRANCISCO.

Attack Legality of Ohio Oil Inspection Law

Marketers Bring Suit to Enjoin Inspector—Look for Victory in the Fight

The oil men of Ohio have begun their long planned attack on the state oil inspection law.

In Common Pleas Court at Columbus, Ohio, they ask, in effect, that the law be declared unconstitutional and that the state oil inspector be restrained from officiating in his usual capacity. A request was made for temporary injunction and this was to come up for hearing the forepart of this month, but it is expected that the case will go to trial on its merits.

Much hope is expressed for the outcome of this case from the oil man's standpoint because the same court at Columbus a month ago held the state auto law unconstitutional because it assessed a tax for revenue purposes and the oil men show that the oil inspection law nets the state some $85,000 a year to the general revenue fund.

The case was prepared by General Counsel Chamberlin, of the National Petroleum Association, who, however, acts for the refiners and jobbers of Ohio who have contributed toward the expense of the suit.

The case was filed through Rector & Wilson, attorneys at Columbus. Chas. Castle of the Columbia Refining Company, a jobber of Cleveland, Ohio, appears as plaintiff. Depositions were taken at Cleveland and Columbus by oil men at which the attorney general was represented. At Cleveland, the depositions of Frank B. Fretter, vice president of the National Refining Company, Louis Carruth, of the Canfield Oil Company, and Mr. Castle and Mr. Chamberlin were taken and H. C. Mather, president of the Moore Oil Company, gave his deposition at Columbus.

The substance of the depositions is that the inspection is no longer needed because kerosene as made today contains no volatile portion of the crude. They show this has been true for the last ten to fifteen years. The gasoline inspection they branded as no inspection at all and testified that it was merely a tax and that there was no test provided by the law and no test that the inspector could make that would show gasoline to be "safe" for use in lamps which presumably is the aim of inspection as it is based upon the police law of the state to protect the user of the product.

Much refining and marketing data was placed on the record.

The representative for the attorney general, by cross examination, undertook to show that the demand for kerosene and gasoline substitutes, especially for use in so-called oil engines and likewise in the automobile, would cause the refiner to leave some gasoline in the kerosene. He did not get far with this line of questioning because the answers always were that the engine manufacturers were the ones who were devising means of making use of the heavy product and that until they did, there could be no half way division,—that the present engines required gasoline or naphtha.

State Recommends Oil Quality

The education of the oil consuming public as to what is good gasoline and kerosene has been begun by the state of South Dakota. Instead of prohibiting the sale of certain gravities of oil and gasoline the state through its food and drug department, division of oil inspection, recommends certain gravities as minima for the specific uses of the liquid given.

South Dakota has a very rigid oil inspection law which was worked out in connection with several university professors. They have got a law so stringent, in a way, that recently a tank car of natural gasoline and naphtha was rejected by the state inspector as kerosene with too low a flash. Those selling the tank car of blended goods explained that they did not intend to offer it for kerosene and that it could not be used for kerosene, but it seems that the tests for boiling point applied to this car, showed boiling points way down in the kerosene series, which was quite to be expected, and way up in the gasoline series. It was very obviously an abortive application of the oil in-

Addressed to Jobbers only

MEMBER INDEPENDENT PETROLEUM MARKETERS ASS'N. OF THE U.S.

Pet-ro-la-tum

Having tripled our capacity, we wish to take on more business, and are looking for 1914 contracts. Straight Petrolatum made entirely from Tiona Crude and rodwax, 113-115 M. P., sweet and of high viscosity; all colors, from dark Amber to Snow White. Customers' samples duplicated. In working up our light ends, we also make a limited quantity of a very nice article of 150 W. W., 66 Gasoline, also Naphtha. We can also furnish raw Tiona Crude in barrels and less than barrel quantities.

We are always in the market as buyers of heavy oil, rodwax, etc.

Clarendon Refining Company

Works:
Clarendon, Pa.

Office:
Warren, Pa.

G-E-M Bilged Steel Barrel

WELDED THROUGHOUT

BLACK OR COATED

An ideal container for shipment of Natural Gas Gasoline and other volatile liquids. Conforms with the requirements of Interstate Commerce Commission's Specification No. 5. The Bilged Shape means ease of handling—a real one-man package; and we have not distorted nor stretched the metal in giving the barrel this shape—full 13-gauge throughout. Send us your inquiries.

Pressed Steel Products Company

New York Office:
50 Church St.

Sharon, Pennsylvania

spection law and under it most of the gasoline sold today could be rejected.

Under date of November 24th, Guy G. Frary, who holds the office of state food and drug commissioner, state hotel inspector and state oil inspector, sent the following notification to all dealers of kerosene and gasoline in the state:

"By the provisions of Section 7 Chapter 285, of the Session Laws of 1913, the food and drug commissioner, why by that law is made ex-officio inspector of petroleum products, is required to 'prepare a placard setting forth thereon the different standards recommended by him of all petroleum products as to the Baume gravity for the different purposes for which the same are generally used. In stating the Baume gravity of any petroleum product, the field from which the petroleum originates shall also be stated thereon.' You are sent this placard herewith and your attention is especially called to the extract from the law printed near the bottom of the placard. In order that this placard may be displayed as required by law it will be necessary for you to post it in a conspicuous position in your place of business where it will be readily seen by your customers as they come and go.

"Please note the explanation given on the placard. The commissioner assumes no responsibility for the character of oil or gasoline sold and cannot under the present law require the sale of products of any fixed gravity. If, however, dealers will urge their customers to use gasoline as recommended on this placard, much of the complaint against poor gasoline may be avoided."

The placard, which he enclosed is 18 inches long and 12 inches wide, and at the bottom is a blank space where the oil certificates may be attached. The placard is as follows:

SOUTH DAKOTA FOOD AND DRUG DEPARTMENT. DIVISION OF OIL INSPECTION.

ATTENTION!—USERS OF OIL AND GASOLINE!

In compliance with the provisions of Section 7, Chapter 285, Session Laws of 1913, the South Dakota inspector of petroleum products recommends the following standards of kerosene and gasoline for the uses specified.

	Gravity in Degrees, Beaume Mid-Western Field.	Pennsylvania Field.
Kerosene for illuminating purposes should have a gravity of not less than	41	47
Gasoline for use in automobile engines and in other engines should have a gravity of not less than	58	62
Gasoline for household use in stoves, flatirons, gasoline lamps, dry cleaning, etc., should have a gravity of not less than	62	65
Gasoline for use in gas machines for the production of gasoline gas, should have a gravity of not less than	70	80

In describing kerosene or gasoline by its gravity it is necessary to indicate the state or territory producing the crude petroleum from which the finished product was distilled, because crude petroleum differs in different regions and its products differ likewise. In stating the crude petroleum fields above the Mid-Western is taken to include Texas, Oklahoma, Kansas, Wyoming, Illinois, and other oil-producing states in the west central portion of the United States. The Pennsylvania field includes Pennsylvania, West Virginia and neighboring states.

It should be borne in mind by consumers of these products that the values given above are minimum values, and it must not be expected that all products sold will have exactly the values given. In fact, in most instances the gravity of the products as sold will be more than the above and this is not taken as an unfavorable indication. The character of kerosene or gasoline cannot be accurately judged by the gravity alone, but this property is the one most commonly used in valuing these products commercially.

NOTICE TO DEALERS.

"Every retail dealer in petroleum products shall post up and at all times display this placard, together with certificate received by him or her from the wholesaler covering the petroleum products offered for sale by said retail dealer, in a conspicuous place in his or her place of business." (Extract from the law.)

The reports from Pittsburgh are that January 2nd, the National Tube Company sent out new discount lists reducing the price on oil goods and casings about $2.00 a ton and on some lines of boiler tubes, $4.00 a ton.

EVERYTHING FOR THE OIL JOBBER
From Pennsylvania and Illinois Crudes

There Is an Art in Mixed Carloads

Complete mixed carloads spell quick profits on comparatively small capital.

When made up by a refiner who not only refines all grades of oil but also manufactures and compounds every product sold by any jobber, mixed carloads are a distinct advantage to the large as well as the small oil jobber.

There is an art in making up complete mixed cars just as there is an art in making up the contents of those cars. Through years of careful study and experience with the oil jobber's needs, we have, we believe, mastered a few points in both arts, the making up of complete special cars and the making of the products for those cars.

COULD YOU USE A COMPLETE MIXED CAR NOW?

The Canfield Oil Company

Refineries:
Coraopolis, Pa.
Cleveland, Ohio

General Offices:
CLEVELAND, OHIO

Grease Plant and
Compounding Works:
Cleveland, Ohio

Germania Refining Company

Oil City, Pennsylvania

Refiners and Shippers

of

Pennsylvania Petroleum Products

Lubricating Oils for Every Purpose

Gasoline Kerosene Wax

Better Oil Is Not Made

Bring New Suit to Settle Private Car Demurrage

By agreement with the railroads and shippers interested, the Missouri-Pacific Railroad filed suit in federal court at Cleveland this month against the National Refining Company, for the collection of $116 alleged to be due for demurrage on National tank cars held on private siding at Little Rock, Ark. This suit is the outcome of considerable negotiations between General Counsel Chamberlin, of the National Petroleum Association, other private tank car owners and the railroads.

The previous suit of this nature was brought on behalf of the Proctor & Gamble Company, of Cincinnati, in which the other private tank car owners participated, in the commerce court, which court held against the private car owners and the Supreme Court, although not passing upon the real facts at issue, took such action as sustained the commerce court.

The question at issue is whether or not the railroads have the right to assess demurrage on private tank cars held on private siding. The Interstate Commerce Commission has decided that they have that right. Mr. Chamberlin considered the result of the Proctor & Gamble case as unsatisfactory, and after much work got the railroads to agree on a test case, and for convenience sake that was filed in the federal court at Cleveland against the National.

The case will be tried out on the pleadings and will be rushed to the United States Supreme Court as soon as possible.

Mr. Chamberlin has stipulated with the other railroads of the country that the statute of limitations will not be used by any of his members against the railroads on any claims for demurrage now held by them.

Police who investigated a fire at the plant of the St. Louis Oil Company, St. Louis, Mo., decided that burglars who had rifled the various desks in the office, disappointed because they failed to find anything of value in them, allowed oil from several tanks to run out over the floor of the office and then set fire to the oil. The fire was extinguished before much damage resulted.

The Standard Oil Company is surely going after the business in Missouri since the state's decision of ouster was lifted pending good behavior. The latest place where it has established a distributing station is at St. Charles, where, up to the present time, the Illinois Oil Company and the Waters-Pierce Company had a clear field.

THE KANSAS OIL REFINING COMPANY

COFFEYVILLE KANSAS

KEROSENE——GASOLINE——FUEL OIL——GAS OIL

30 and 55 Gal. Capacity

I. C. C. Nesco Steel Barrels
- 30 and 55 Gal. Capacities.
- Chime Hoops shrunk onto Body.
- Separate Rolling Hoops shrunk on or Rolling Hoops Swedged out of Body.
- Painted Black or Galvanized.

Nesco Field Barrels
- In Seven Different Sizes: 10-15-20 30-40-50-55 Gallon Capacities.
- Heads and Shells Double Seamed.
- Rolling Hoops Swedged out of Body.

We make the steel for all our Barrels in our own Steel Mills

Your requirements can be fully met in the Nesco Factory

National Enameling & Stamping Co.

St. Louis, Baltimore, Granite City, Ill., Chicago, New York, New Orleans, Milwaukee, Philadelphia

THE HOUSE OF
BETTER CANS
MOTOR-EZE AUTO OIL
PURE PENNSYLVANIA PRODUCT
FOR SALE HERE
INLAND OIL WORKS CO.
NATIONAL
TROP-ARTIC
THE CROWN
GORCO
GREASE
THE IDEAL LUBRICANT
MUTUAL OIL CO.
AUTOMOBILE OILS
HAVOLINE OIL
HAVOLINE
THE HARBAUGH CO.
CLEVELAND, OHIO
PURITAN FLUID GREASE
PURE OIL COMPANY
MINNEAPOLIS
SUPERLING OIL
TEXACO
TRANSMISSION LUBRICANT
McCOLL BROS. CO
TORONTO, ONT.
USP PETROLATUM
THE CANFIELD OIL CO.
CLEVELAND, O.
NATIONAL
ST. LOUIS TIN AND SHEET METAL WKG. CO.
MANUFACTURERS & LITHOGRAPHERS
TIN CANS
ST. LOUIS
METAL SIGNS

Who Came to Chicago and Why

As Chronicled by Miss September Morn

WHO were the four oil men who had lunch at the Great Northern grill in Chicago, December 11? We haven't decided whether it was the men or the subject itself that was doing the most of the talking, anyway, the conversation fluctuated between high gravity gasoline and fuel oil. We have racked our brains to place the somewhat familiar faces of two of them, but thus far have been unable to do so. Now, gentlemen, just because there is a lady involved, don't all speak at once.

Some time ago C. L. Maguire, manager of the Bartles Oil Co., of St. Paul, Minn., and A. G. Maguire, his brother, of the Bartles-Maguire Oil Co., of Milwaukee, called on Miss S. Morn. Business was fine and the world seemed good to them.

A certain western refiner (we don't dare mention any names), wrote a letter to a friend of his the day after Christmas, as follows:

"Dearest:

"I had picked out a beautiful pearl necklace for you for a Christmas present, and had hoped to be able to send it to you, but the sudden slump in the oil market has necessitated my cancelling the order, so dearest, I am sending you a half pound of candy in lieu of the necklace, and only hope that your love is strong enough for me so that you will not be too deeply disappointed. Forgive me, dear, and believe me, as ever,

"Yours devotedly."

"Pop" Stewart drew an evening gown for Christmas, at least we saw a big box bearing the name of one of the most exclusive designers of ladies' wearing apparel. "Pop" probably contemplates taking in grand opera.

"Little Phil," of the Keystone Oil & Manufacturing Co., of Chicago, must be trying to obliterate his present signs of rotundity. We noticed that he carried himself unusually straight the other day, and upon inquiring the reason, he informed us that he had recently adapted himself to the wearing of a straight front corset.

"Pop" Stewart usually draws several boxes of cigars at Christmas. Awfully thoughtful in some of these oil men. They are almost confident of plenty of "smokes" on their next visit.

Bruce T. Sweeney, vice president and secretary of the Bartles-Sweeney Oil Co., of Peoria, Ill., passed through here on his way to Milwaukee to spend the holidays. He was accompanied by his wife. It has been some time since Bruce has been in Chicago. What's the matter B. T.? Was your last trip too much for you?

It was just getting dusk. The shadows were softly falling and a few stars were begining to appear in the heavens. By the edge of a little lake in the northern part of Michigan sat a lonely fisherman, before his tent.

He was seated on the ground and was gazing toward the heavens above. He was an oil man seeking solitude and rest from the strenuous task of selling fifty-eight naphtha for sixty straight run gasoline. Seeking for a time to lose his identity from all the world. He had had a fairly good day's catch, and now all was peace and quiet. Slowly the big dip-

Let Us Be Your Paint Factory.

THE OLD SLOGAN IN A NEW PLACE

THE GIBSON-HOMANS COMPANY

Manufacturers of Quality Paints and Specialties for the Jobbing Trade Exclusively

Your factory, under the personal management and supervision of Messrs. H. O. Gibson and Albert H. Homans, who have had over ten years' experience in taking care of just **your** kind of trade, is prepared to offer **you** expert service and advice on any paint proposition and will represent **you** personally or in correspondence with any customer requiring especial attention. In this new association, Messrs. Gibson and Homans are absolutely free from any connection with, or influence of, any sales organization.

Your factory, a fully equipped paint and varnish plant well located on the Belt Line R. R. at Cleveland, O., is in position to make prompt shipments of quality goods under your own name and brand, either to your warehouse, or direct to your customer under your bill of lading.

Write us before contracting for your 1914 requirements

THE GIBSON-HOMANS COMPANY

2346 Woodhill Road CLEVELAND, O.

How About It?

Does your Salesman approach prospects with "Our goods are the best that can be made—our prices are low—and our house treats customers better than any, etc.?"

So do the ninety-nine Oil men ahead of him and the ninety-nine following.

But it isn't his fault; its YOURS. You haven't given him anything different.

You haven't specialized.

We keep right up to the minute on specialties—we are developing them every day. Right now we have a dandy for the automobile trade. It's a great money-maker.

Let us tell you about it. A postal will bring samples and full information.

The Moore Oil Co.

Cincinnati, U. S. A.

Mr. Jobber:
We wish you a Happy
and Prosperous
New Year

Emery Manufacturing Company
Refiners of Pure Pennsylvania Petroleum
Bradford Pennsylvania

per appeared and as the man gazed at it, his mind at rest, he wondered if it should tip over, whether its contents would be water, beer, milk or champagne. Just such nonsensical thoughts of nothing were running through his head. The crickets began to chirp out of the stillness, and an owl hooted in the distance. Suddenly, above the other noises, arose the call, "whip-poor-will," "whip-poor-will," and back came the echo, "Little Phil," "Little Phil."

The man jumped to his feet. "Good Lord, can't I escape identity anywhere?" And the next day the manager of the Keystone was back at his desk.

Guess every one spent so much money for Christmas that together with the slump in the oil market, there wasn't capital enough left for the usual business (?) trips to the Windy City.

Miss September Morn.

John Ruth, Veteran Marketer, Dies

John B. Ruth, for many years manager of the Standard Oil Company in Nebraska, died at the home of his daughter, Mrs. Frank L. McCoy, in Omaha, Neb., January 1, after an illness of about two years incident to his age of 77 years.

Mr. Ruth was the father of G. H. Ruth, one of the proprietors of the Marshall Oil Company of Marshalltown, and H. G. Ruth, of Flint, Mich., salesman for the Standard Oil Company in that territory.

Mr. Ruth came to Nebraska as an S. O. Company manager in 1890. Prior to that time he was with this company at Cedar Rapids and Davenport, Ia.

Mr. Ruth was born in Pittsburgh, October 7, 1836.

The Kalamazoo Oil Co. is erecting a fireproof concrete office building and warehouse at Traverse City, Mich., which is expected to be ready for use this month.

Frank B. Fretter, vice president of the National Refining Company, Cleveland, O., accompanied by his family, leaves the latter part of January for a two to three months' trip to Europe.

When You Want The Best

nowadays, you consult a specialist. It makes no difference what is needed, somewhere there is a firm or individual especially trained and equipped to help you. When it comes to Belt Dressings

WE ARE SPECIALISTS

Manufacturing

Blue Ribbon Belt Dressings

BAR—LIQUID—ROPE—PASTE

and they are all that the name implies. Our long experience and our unequalled facilities for the manufacture of Belt Dressings enable us to guarantee you a **better dressing**—in a **better package**—at a cost no greater than the other kind you have been buying.

Let us quote you and send samples

The Jobber's Manufacturing Company

46th Place & R. I. R. R. Chicago, Ill.

K Kennicott Steel Products K

K e n n i c o t t

Steel Storage Tanks
Stills Agitators
Condensers

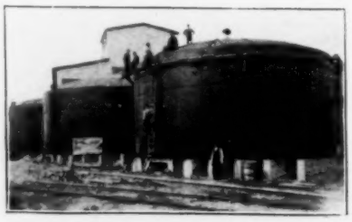
Material on Hand Insures Prompt Shipment

Tank Cars Complete and All Steel Plate Construction

We carry Tank Cars in Stock, ready for Immediate Shipment

WRITE FOR PRICES

Place your Tank Orders with "Kennicott" and Insure Against Leak Losses



Works: Chicago Heights, Ills.

Sales Office: Corn Exchange Bank Bldg. Chicago, Ills.

K e n n i c o t t

K Kennicott Steel Products K

Sets New High Record in 1913

The past year saw THE NEWS beat all previous high records of growth and improvement.

It was the best year from the standpoint of the reader in that not only more live news matter was printed, but there was 50% more of it, the paper being enlarged from 52 to 80 pages in its regular editions.

It was the best year from the standpoint of the advertiser because of this big increase in reader's service. That the advertiser's results **did increase** accordingly is shown by the renewal of practically 99% of the advertising contracts during the year on an increased advertising rate, and the increasing of the total amount of advertising printed by more than 50%.

This big growth—we submit—was due to THE NEWS' strict adherence to its policy of giving all the news, giving it first, and printing it in easy-to-read style. THE NEWS' first aim is the best service possible to its readers.

A Few of the Big Things THE NEWS Did During the Year

The **big news** of 1913 was the alarming increase in demand for gasoline. In March, 1913, THE NEWS presented the first public information on the "motor spirits" just put out by the Standard Oil Co. THE NEWS not only told what those "spirits" were, but how they were made and gave the details of Dr. Burton's patent covering their manufacture. It also gave the history of the same process known and used twenty years before. Through all the succeeding months THE NEWS has followed this process and the development of the market for its product. Just this last fall some of the other papers took it up and one reprinted as live news, presumably, the Burton patent, just six months after THE NEWS had printed it.

THE NEWS sought for other processes along the same line and months ahead of all other papers —in fact some of them have not yet recognized them—printed the details of the Selden patent for "peroxidizing" kerosene, the Burke process for making gasoline from kerosene distillate and natural gas, and the Seegar-Washburn process for refining a greaseless kerosene, which tests out much better than the Standard's "motor spirit."

THE NEWS printed all the details about the various kerosene carburetors, long before many were placed on the market; and gave the latest reports from Europe on the use of benzol and other fluids as gasoline substitutes.

To the same end THE NEWS took up the conservation of oil production by better producing methods and the series of articles now running by Miles W. Quick of Titusville, Pa., was started. Special articles by W. M. Dunham, statistician and geologist showing the rapid exhaustion of crude oil fields and the need for conservation were printed.

THE NEWS printed the first reports of the organization of the American Petroleum Society, backed by the U. S. Bureau of Mines, which promises to advance the technology of petroleum further and more rapidly than any other agency.

The adoption of new standard flash and fire cups in this country was first printed by THE NEWS last summer and their subsequent adoption by different organizations has been covered first. THE NEWS gave the oil world the first detailed information regarding these cups with sketches of them, etc.

Last spring THE NEWS started a fight on the methods of the New York Produce Exchange in quoting so-called market price on oil for export. THE NEWS condemned the methods of the Exchange, showed their injustice to the oil world and how the price was a purely fictitious one and did not represent the foreign markets. The year closed with the Produce Exchange amending its rules in a way which promises to be partly fair and just at all events. No other paper in the oil business had a word to say in support of this fight and several of them "knocked" it.

To give the oil refiners and marketers technical information of oils THE NEWS ran a series of articles by T. T. Gray an oil chemist of note, and also printed articles by other leading men in the technology of petroleum.

THE NEWS watched the oil markets of the world for the marketers and gave them first and accurate information of prices and methods. It announced the new policy credited to the Standard Oil Co. of installing automobile filling stations in order to cut out the garage in gasoline distribution. It carried the first—and always complete—stories on the efforts of the state of Oklahoma to fix the retail prices of oil and gasoline. One of these stories THE NEWS had telegraphed to it, some 1200 words all told, to make sure of its readers having the facts at the earliest possible moment.

THE NEWS has kept the oil world informed of all changes in transportation conditions, freight rates and regulations. It started the year with the first story on the efforts of the railroads to assess unreasonable storage charges on drums of gasoline and kept the trade informed of all developments of the fight before the Interstate Commerce Commission and the ultimate success of the oil men's efforts against the charges.

And in the face of all the improvement of the past year THE NEWS promises the same big improvement in service to the reader and advertiser for 1914.

Telling the Sales Force How to "Put It Over"

Letter from a Sales Manager of Years Experience in the Oil Business

By R. O. Bone,
Specialist in Oil Salesmanship.

HOW to pass a little ginger down the line of your salesmen?

That is the question that always troubles a sales manager. The following are a few suggestions. The first is directed to the season of the year and is aimed to open up to the men a view of what the year may hold for them if they will only hunt for it. The second is a little heart-to-heart talk with the boys, calling their attention to some of the evils of the selling game, some of its errors and trying to pump into them WHY THEY are not to do it.

THE NEWS has arranged with R. O. Bone, a man of much experience in selling oil and greases and kindred lines, for a series of articles on the selling end of the oil business. These will go to the heart of the situation, both as regards the relation of salesmen to the company and also the relation of the sales manager to his men. They will go into how not to sell oil; the many evils of the selling game, price cutting, special concessions and all that.

Mr. Bone's will be the first articles ever printed on the subject in the petroleum business. The subject has been thrashed over pretty well in many other lines, but oil has gone on its own little way, more or less heedless of the many selling stunts found worthy in other lines.

Mr. Bone has been through the selling game in oil and for many years has been general southwestern sales manager for one of the larger jobbing companies, with his general offices at Little Rock, Ark. He has put in years on the road with bag and samples himself, as well as years in the office telling "the other fellow" how to do it, so in offering this series by him THE NEWS feels that it is affording its readers one of the big things of oil trade paper history.

The Editor.

GENERAL LETTER TO SALESMEN.

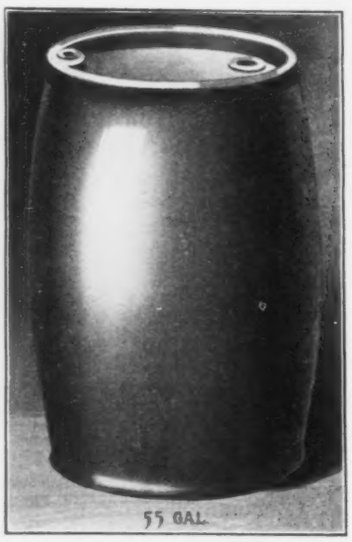
To the sales force in the new year:

This is the season of the year when every man is extending to his fellow man his best wishes for a prosperous year. We, of course, know that good wishes and good thoughts help some, but it behooves us to do our part to make the coming year a prosperous one, and with this thought it is not out of order to have a little heart-to-heart argument with ourselves as to what is necessary to make 1914 a prosperous year.

Success and prosperity go hand in hand, and we cannot attain success without effort. How gratifying it would be if we could realize for a certainty that at the end of this year the conditions would be such that we could extend congratulations to each other for what has been achieved during the year. How pleasant it would be to know that every man would, at the end of the year, be entitled to complimentary expressions for the part he has played in looking after the company's interests.

As long as we represent the company, their interests are our interests and every effort we put forth to promote a betterment of conditions for the company is promoting our own condition. I am firm in my opinion that success is measured out in proportion to the amount of conscientious effort and energy that is put forth, and it seems to me that right now is the time to buckle up the belt another notch, get a new grip on the situation and make a firm resolve that we are going to increase our business this year.

If we hope to attain a victory we have got to make up our minds to fight, and we must



Seamless Steel Bilged Barrels

ONLY ONE SEAM

PLAIN OR GALVANIZED

55 Gallons Capacity

Guaranteed for three years under ordinary usage because they are the strongest and most durable steel barrels made, and are thoroughly and properly galvanized.

We guarantee these barrels to comply with I. C. C. container specification No. 5. They are marked and dated as called for in I. C. C. rules and regulations.

Each barrel carefully tested and inspected before shipment is made as called for in I. C. C. Specification No. 5.

Barrel easy to handle and inspect.. Will drain entire contents and will withstand severest service.

MADE TO LAST FOR YEARS

Pressed Steel Tank Company

MILWAUKEE, WIS.

Capacity 150,000 per annum

Write for Catalog "C"

realize fully that everybody else is fighting for the same cause that we are fighting for. A bulldog wins his battle by reason of his stick-to-itiveness and hanging-on qualities, and his everlasting aggressiveness to wade in.

Let's every one of us develop some of these qualifications for the fight that we are going to wage this year; make up our minds that we are going to hang on with that bulldog tenacity, and if you get the right grip on the situation, and hang on in this way with the conscientious determination to increase and better the conditions on your territory, you will find that the results will be gratifying.

I would like to have a letter from every one of you, outlining to me your idea of what you think you will be able to do this year, and let me promise you in advance that you will get from this office every bit of co-operation and encouragement that you are entitled to in an effort to win out in the fight that you are ready to undertake.

Pointing out a Few Selling Weaknesses.

To The Sales Force:—

I want to hand you some ideas that have been presented to me, partly through experience and partly through the other fellow's experience. These offer food for thought. Nearly every remark in this letter is a direct shot at some one. By reading it carefully we can all tell which shot is aimed our way and then by correcting these methods and false ideas we shall perhaps save ourselves being shot twice in the same place.

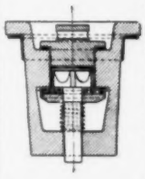
Our experience shows that but about one out of every ten men put on the road makes a sufficient showing to be maintained and only about one out of every twenty makes the house a profit. Out of every ten salesmen one is able to pick about three who show a good profit. There is a day of reckoning coming when the hanger-on is going to be wiped out and it will be the same old case of the survival of the fittest. The company will take a convenient but honorable way of separating the tares from the wheat and we should all be alert and endeavor to develop our efficiency to a point where we are sure that when the ax falls, it does not chop our heads off. Those who are making good records are those of stability, strong character, back bone, energy, enthusiasm, good health, morals and sobriety. The men who do not have these qualifications must sooner or later be cut off of the payroll. When you stop to think what quality of salesmanship represents, you will understand that it excels quantity every time, and in the future there is going to be more quality insisted upon through the examination of reports which will be part of the wiping out process.

No house thinks very much of a man who will say if he has the prices he will get the business in his territory. For the man who talks like this there never was a price low enough. Neither does a house think very

Gasoline Producers

Ship your high gravities in safety by using

Bright's Self-Packing Bung for Steel Barrels



By its use the contents of a barrel can be drawn off without waste, by inserting in the center of the large plug a piece of ¼-inch pipe with a valve at one end.

The pipe, when screwed in, automatically opens the inner valve and the flow is controlled by the ¼-inch valve in the pipe.

Patent Pending. Made in three sizes—1", 1½", 2"

Write for Prices to

JOHN BRIGHT, Warren, Pa.

Steel Tanks

When you buy oil tanks you should get them from a company that makes a specialty of oil tanks.

Remember—a **boiler shop** is not necessarily a **tank shop.** Good, high grade tanks for oils and gasoline require special knowledge and equipment. You can't afford to experiment on this line of work.

Specifications

All tanks are made from the best grade open-hearth soft steel—either black or galvanized. Size of rivets and pitch depend upon capacity. All punching done accurately. All sheets rolled, sheared and outside edges machine beveled. Every tank guaranteed oil tight and tested under air pressure.

When you want tanks or pumps send us your specifications. We can furnish tanks, storage systems, hand or power pumps, either measuring or non-measuring.

We'll make you the right kind of prices and everything positively guaranteed. Address all communications to

Wayne Oil Tank & Pump Company

Ft. Wayne, Ind.

A Happy New Year to you from A Chelsea Product

Chelsea Refining Company

General Offices: TULSA, OKLA. Refinery: CHELSEA, OKLA.

much of a man who is persistent in sending in orders for five and ten gallon quantities which necessitate considerable additional expense of drayage, boxing, packing, etc. These quantities are taken generally by men without good judgment who rarely ever make any effort to be benefited by their experience.

It is surprising to know the number of so-called salesmen on the road who are almost innocent of any knowledge of the business in which they are engaged. Not 50 per cent of the men are well posted in the lines they are selling. We all must get away from the idea that to sell an article for ten cents more than it cost means that much profit. It does not by any means. It costs money to do business. We are all too apt to work along the lines of the least resistance. If we quote an article to a man at a certain price per gallon and he contends he can get it at a lower price, it seems to be the natural inclination to say, "All right, I will meet that price." Ask yourself if this is not a hot way to do business. There is simply nothing in it. You may be quoting a line of goods that is worth 100 per cent more than the line the fellow has the quotation on. Doing business this way does not show any qualifications of a salesman by any means. What you should have is enough confidence in the house to know that when they give you a price on a certain article, that it is the lowest price at which that article should be sold; that they are in a position to know what the goods cost better than you are and if it could consistently be sold at a lower price, they would have told you so.

The idea of trying to meet competition by the price cutting route is going to be eliminated. The way to meet competition is by showing your customer what your goods are actually worth and get their business from a standpoint of honesty, principle and quality rather than prices. The question of prices should be the last consideration with a salesman. Remember that your customers will never tell you that your prices are too low, they are always contending that they are too high. Does it ever occur to you that they are telling the other fellow how much lower they bought goods of you than they could of him and can't you understand what a mistake it is to work under the idea of making your prices get the business rather than by giving your customers good goods and good treatment? We would all rather work for the man who gives a customer good goods, prompt delivery and good treatment, than to work for a man who has a cheap line at a cheap price.

The man who is persistent in keeping at the cut price and broken package ideas will lead himself to elimination from the selling force. When you stop to consider what an important step this is, I am sure you will see the folly of it. Without noticing it, you may cut prices at the rate of $3.00 per day, which, at the end of the year, makes a reduction in the showing of your profits of about $900. Pretty big item, is it not? A little careful consideration before a cut is made will convince you that it is not necessary and nine times out of ten the very customers to whom you offer cut prices are the ones who will turn you down the quickest.

The writer had an experience within the last sixty days on this very subject; having met a man in the jobbing business whom I liked very much personally, I really went considerably out of my way to treat him nice. I was even prompted to go so far as to take a little token out to his child in the way of some little jeweled baby pins. This sentiment was prompted by my liking for the fellow personally and I was really sincere in my desire to treat him in such a way that he would always feel we were appreciative of his business and were selling him goods at a price that was very close to cost. Nothing could have surprised me more than to receive a letter from this fellow telling me that he had learned we had been holding him up on prices and demanding a lower price than that at which we had been selling him. This was the plainest demonstration I ever had in my life of the very fact that he to whom you concede the most favors is the one who is going to turn you down first. In other words, this is a lesson that we should eliminate this kind of feeling from the business and handle our business strictly on business principles and not let personalities enter into it. The experience I had with this man is also some food for thought along the line of cutting prices. The very man to whom you give the inside price and show favors is the very man who will turn you down rather than the fellow whom you insist on paying you what your goods are worth.

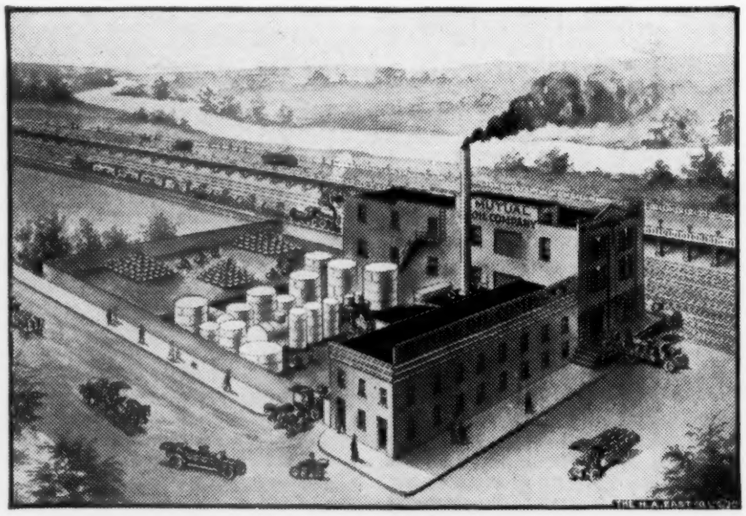
The very contracts that one company had whom I was once with, which were at prices that did not leave any profit, were the ones lost first. Every one of these concerns with whom the company had contracted to furnish goods at prices that represented a loss to it are now buying their goods of the other people. They did not appreciate what that company was doing for them. Now we must profit by these experiences.

A great deal of money is being taken away

High Grade Hydrometers for Casing Head Gasoline
Range 70 to 110° Beaume—Combined With Thermometer
Send for Bulletin No. 2 B—"Instruments for Oil Refiners"
CARBONDALE INSTRUMENT CO., CARBONDALE, PA.

WE ANALYSE AND TEST
LUBRICATING AND ILLUMINATING OILS
FOR PRICES AND REFERENCES PLEASE WRITE
THE INDIANA LABORATORIES CO. HAMMOND INDIANA

"The Smoothest Grease in Existence"—Everybody



The Place where the Smoothest Grease is Made

How about your 1914 Requirements?

Our new grease plant at Kansas City is now completed and in running order. We are prepared to execute all orders promptly and will be pleased to quote and send samples on request.

Mutual Oil Company
Kansas City Mo.

from a company by the salesmen not being familiar enough with his line of goods. A salesman should not only know his line thoroughly, but also his competitor's line, to help him handle the business. You very often have a first-class article like an auto oil to sell at a certain price and it is cheap at 60 cents per gallon. You come in competition with cheaper lines and permit a customer to make you believe that the other oil is as good as your oil and you meet the price. You are not meeting legitimate competition. You are not showing any ability as a salesman and you are using darn poor judgment when you do business that way. Try to become familiar with the facts as they exist in your territory and you will be able to eliminate a great deal of this kind of business which shows a loss and will necessarily reduce your profits so you will actually lose money yourself.

The Kalamazoo Oil Company has leased land at Travers City, Mich., upon which it will erect a distributing station.

Western Refiners Organize to Export Their Own Oil

The Independent refiners of the Mid-Continent field have organized the Export Oil Corporation to market their export refined oil and fuel oil primarily in foreign parts. The corporation will use, according to present plans, the distributing and storage plant of the Indian Refining Company, at Mereauxville, La. There, the Indian has docks and sufficient storage to handle a large foreign business.

Harry M. Evans, president of the Cushing Refining Company of Cushing, Okla., and Donald Slingluff, representing the Indian Refining Company are now in Europe arranging for foreign sales. It is hoped to have operations begun by March 1st.

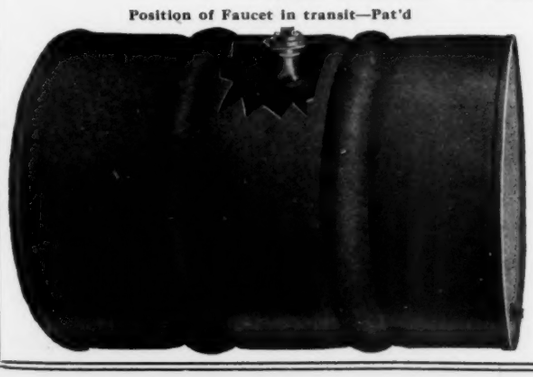
The company was organized to take charge of any foreign markets that may be offered, not only the German oil monopoly when it is established, but any one else. It is the first real move that has yet been made by the Western refiners to relieve the congested condition that has been felt there every year since the opening of the fields.

Owing to the exceedingly long cut of burning oil in the Western crudes and the larger quantity of oil run, it has been difficult, with the declining market for refined oil, to keep the plants clear as they should be.

It is known that plans have been made by various interests for a refined oil pipe line from the Oklahoma fields to the Gulf. Whether or not the Export Oil Corporation, as such, will take an active part in the financing or the handling of such a line, none of those interested would say; but it is known, though, that this new aggregation is prepared to conduct an aggressive and an effective marketing campaign.

CREW LEVICK COMPANY
Producers and Refiners
Of High Quality Oils Only
PETROLEUM LUBRICANTS
Of the Highest Viscosity and Fire Test.
HEAD OFFICES
2231 Land Title & Trust Bldg.
Broad and Chestnut Sts.
PHILADELPHIA, PENN.
REFINERIES:
Seaboard Oil Works
Muir Oil Works
Glade Oil Works
Warren Gasoline Works
OFFICES
New York, Boston, Chicago, Baltimore, Savannah, Warren, Chester
London, Liverpool, Glasgow, Paris, Antwerp, Hamburg, Frankfort A-M
Water-White Oils. Naphthas. Gasolines. Paraffine Wax.

124-126 White Crude Scale Wax
No. 300—600 Fire Test Cylinder Stock
No. 620—2½ color Filtered Non-Viscous Neutral
No. 500—1½ color Filtered Non-Viscous Neutral
All our Oils are made from a Paraffine Base Crude
Muskogee Refining Company
Muskogee, Oklahoma

Originators of the Now Famous Steel Barrel
The ONE TIME SHIPPER
Position of Faucet in transit—Pat'd

We manufacture THIRTY STYLES of Galvanized and Black Steel Barrels
Our Barrels are the Best
Our Prices are the Lowest
Write for our Prices and Catalog
Cleveland Steel Barrel Co.
9612 Meech Ave. Sixth City

Our Small Barrels—15-20-30-33-35-38-40 Gal.

The Export Oil Corporation was incorporated in the state of Delaware November 30th. Its charter gives it very broad powers, covering oil productions, refining, sales, both local and abroad, pipe line operations and such manufacturing as is necessary to the business. Its officers are:

President, James King Duffy, of Phoenix Refining Company, 315 Madison avenue, New York.

First vice president, Charles A. Braley, Chanute Refining Company, Kansas City, Mo. Second vice president, Donald Singluff, Indian Refining Company, Whithall Bldg., New York. Secretary, Charles F. Martin, Chelsea Refining Company, Tulsa, Okla.

Treasurer, Eugene Constantin, Constantin Refinery, Tulsa, Okla.

The foregoing, together with Harry M. Evans, president of the Cushing Refining Company, Elmer E. Schock, treasurer Indianhoma Refining Company, and Geo. A. Todd, secretary and general manager of Ponca Refining Company, and George F. Hopkins, of Delaware, are the directors of the corporation. Messrs. Todd, Schock and Constantin, with the president of the corporation, forming the executive committee.

In a statement regarding the company, J. K. Duffy, president, said:

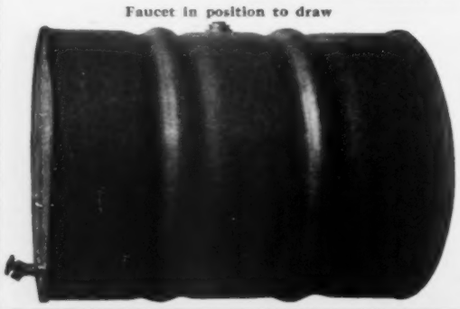
"The activities of the corporation will be devoted to securing an export outlet for the surplus stock of the different refineries interested, particularly for fuel oil, because of the depressed conditions in the Mid-Continent market on that commodity.

"This outlet for surplus stock will relieve the entire situation for the Mid-Continent field; the beneficial results not being limited to the corporations actively taking part."

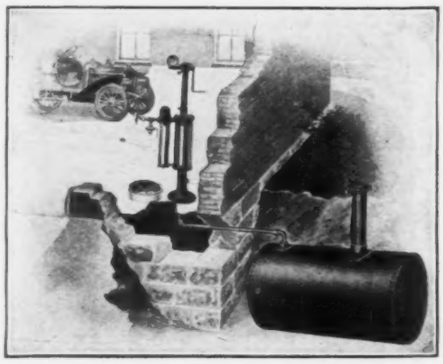
H. A. Williamson, who has been engaged in the oil business at Quincy, Ill., for a good many years, has sold out his independent tank wagon business to the Standard Oil Company. Walter E. Williamson, a son, will be in charge for the Standard at Quincy. Mr. Williamson was 85 years old. The local Quincy papers report that Mr. Williamson got $100,000 for his business.

The right of a state to tax private tank cars owned outside of the state but used in transportation to that state, will come before the Michigan supreme court, January 29, on an appeal from the circuit court. The case is that of the Germania Refining Company and the Independent Refining Company, of Oil City, against the state auditor, and is being carried up on appeal by the plaintiffs. Similar cases are at issue in other states.

Customers of the Pennsylvania Oil Works Co., New York City, have been notified that that company has been purchased by the New York Lubricating Oil Co. The F. I. A. T. oils, formerly manufactured by the Pennsylvania Co., will be marketed in conjunction with Monogram oils.

Sometime You Will Be One of Our Customers
WHY NOT NOW?
Steel Barrels for Shipping and Storage
Faucet in position to draw

OF LIQUIDS OF ALL KINDS
We are sure that our
PRICES, QUALITY, SERVICE
Will be of interest to you
A TRIAL CONVINCES
The S. F. K. Steel Barrel Co.
7930 Jones Rd.
CLEVELAND - - OHIO
Position of Faucet in transit—Pat'd

GREAT WESTERN
TRADE MARK
THE GREAT WESTERN OIL CO
HIGH GRADE ILLUMINATING AND LUBRICATING OILS
HEAD OFFICES CLEVELAND, OHIO
Bright Filtered Stocks
Steam Refined Stocks
Cylinder Oils, Compounded
Engine Oils
Viscous Neutrals
Automobile Oils
Linseed Oil Soap
Wax
Greases
Penns Gasoline
Naphtha
Water White Oils


Cut No. 45—Long Distance Outfit
With Meter, Filter and Two-Way Nozzle
Western Oil Storage Systems
We manufacture over fifty different styles of Oil Storage Systems, for Grocers, Public and Private Garages, Factories, Railways, etc.
We want every oil dealer to handle our line.
Write for our Jobbers' proposition.
Our new Catalog "H" is just off the press—it's yours for the asking.
Western Oil Pump & Tank Co.
MAKERS OF QUALITY SYSTEMS
2437 Kosciusko St. St. Louis, Mo.

Cut No. 49
Roadway Filling Outfit

NEW GREASE HEAD

Walter J. Keenan,
Manager of Grease for Moore Oil Co.

Walter J. Keenan, who has been appointed the new head of the grease department of the Moore Oil Co., Cincinnati, comes from an old family of grease and oil makers, his father having been identified with the early Rockefeller interests.

For quite a number of years Mr. Keenan had been affiliated with the Standard Oil Co. in an official capacity throughout Ohio and the South, and it was he who brought out one or two of the most prominent auto oils.

During his connection with the Moore interests he has given most of his time to marketing. He sees great opportunities for the development of a large business in grease along scientific lines, and naturally will give a great deal of his time to careful research.

He is a prominent member of one or two engineering societies, has been interested in the manufacture of automobiles, and is an enthusiastic member of the Aero Club of America. He is a pioneer among Independent oil men in the flying business, and is studying from all standpoints in addition to aeroplane engine requirements in lubrication.

STENCILS—BRASS LABELS
STEEL STAMPS & EMBOSSING DIES
FOR STEEL BARREL HEADS
The Dickey-Grabler Co. CLEVELAND, OHIO

We BUY and SELL
OILS AND NAVAL STORES
Agents for Refiners and Supplymen
Sell Jobbers Only
W. H. BARBER AGENCY
1501 Hamline Ave. S.E. MINNEAPOLIS, MINN.

The CHANUTE REFINING CO., CHANUTE, KAS.
REFINERS OF OKLAHOMA PETROLEUM
Gasoline, Kerosene, Gas Oil and Fuel Oil

Lester Clay Co.
Mines and Plant, Attapulgus, Ga.
Cable Address, "Lesterclay" Jacksonville, Fla.
A B C Code, 4th and 5th Editions
High Grade FULLERS EARTH
General Sales Office: JACKSONVILLE, FLA.
Miners and Manufacturers finest quality all grades Fullers Earth
Send for Samples and Prices
Address all Communications to our Jacksonville, Fla., Office

Independent Refining Co., Ltd.
Oil City, Pa.
Refiners of Pennsylvania Crude
MAKING A SPECIALTY OF QUALITIES
We guarantee our oils to be absolutely uniform and fully up to the tests we claim

Gasoline 88° gravity to 60° gravity
V. M. & P. Naphtha
48° Water White 150 Fire Test
49° Water White 150 Fire Test
Spindle Oils
Viscous and Non-Viscous Neutrals
Road Oil
Fuel Oil
Filtered Auto Cylinder Oils
Steam Refined Cylinder Oils
Filtered Cylinder Oils
Light Yellow Scale Wax

Ask us for samples and quotations

Lower Rates Sought from Oil City to Burlington, Iowa

(By Special Correspondent.)

WASHINGTON, Dec. 31.—A complaint has been filed with the Interstate Commerce Commission by the Penn Oil & Supply Company, Ltd., of Oil City, Pa., against a rate of 26 cents per 100 pounds on petroleum and its products, in carload lots, by the Lake Shore and its connections between Pennsylvania points and Burlington, Iowa. The particular points involved are Titusville, Franklin, Oil City and McClintock, Pa. It is charged that this 26-cent rate is unduly discriminatory in so far as it exceeds the rates from the same points of origin to St. Louis and other Mississippi river points which are more distant. A rate of not to exceed 20 cents is asked for, and reparation on the shipments that have moved between the points named for a period of two years preceding the time of the filing of the complaint. The total amount of reparation asked for is $1,069.71.

In the case of the Emlenton Refining Company, which suspends advances in rates on petroleum from points on the Pennsylvania between Brilliant and Franklin, and more especially Emlenton, to Milwaukee and certain Michigan points, the Pennsylvania Railroad, in its brief just filed, seeks to maintain the justice of the proposed advances by claiming that Emlenton should take the Pittsburgh rather than the Buffalo basis of rates to Milwaukee. The rates from Emlenton to the Michigan points involved would be increased as follows: Ann Arbor, 13½c to 15c; Big Rapids, 16c to 18c; Cadillac, 18½c to 19½c; Detroit, 11½c to 13½c; Grand Rapids, 15½c to 16c; Milwaukee, 16c to 18c; Muskegon, 15½c to 16c; Reed City, 16c to 18c; Saginaw, 15½c to 16c, and Traverse City, 20c to 20½c.

It is argued for the carriers that for many years past the rates from Buffalo to Milwaukee and some other northwestern points have been lower than the rates from Pittsburgh to the same points. The fact that the Pennsylvania Railroad moves its Buffalo traffic through Pittsburgh has resulted in violations of the Fourth Section, and it is urged that it was for the purpose of getting rid of these violations that the proposed increases were inaugurated.

It is claimed, however, by the carriers, that the sole purpose of the proceeding is to determine what it must be conseded is a very important issue, especially to the oil interests, namely, where the dividing line should be drawn between the Buffalo and the Pittsburgh basis, with reference to rates on petroleum. Heretofore it has been drawn just north of what is known as "Pittsburgh District," that is, the Buffalo basis has been carried from all points south of Buffalo down to and including Brilliant. The suspended

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All parts can be easily duplicated

Thousands in use in all parts of the country

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UNITED REFINING COMPANY

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MANUFACTURERS OF

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REFINERS OF PETROLEUM

HIGH-GRADE

GASOLINES, NAPHTHA, BURNING OILS, GAS OIL, FUEL OIL,

GREASE OIL AND FILTERED

VISCOUS AND NON-VISCOUS NEUTRALS

CYLINDER STOCK

AND

PARAFFINE WAX

REFINERY AND GENERAL OFFICES

OKMULGEE OKLAHOMA

tariffs would apply the Pittsburgh basis from all points south of Franklin, thus moving the dividing line from Brilliant up to Franklin. If the suspension order is made permanent, the dividing line will remain where it is, at Brilliant; if, however, the Commission should decide to vacate the order, the line will hereafter be at Franklin.

The carriers claim that the proposed adjustment will result in rates that will be entirely reasonable from Emlenton to the destinations involved, in and of themselves, and that the question is purely one of relationships. It is also contended that, were it not for the competition of the Buffalo lines, no rates lower than the Pittsburgh rates would ever have been in effect. In fact, they contend that the Buffalo system of rates is based on a short line mileage over which the Pennsylvania has no control whatsoever. In this connection it is urged that the Commission has frequently held that rates compelled by competition cannot by comparison be made to show that a non-competitive rate is unreasonable. This competition of the short line Buffalo mileage extends and affects the rates as far south as Franklin and Oil City, but it is urged that there is no reason why it should be extended down into the Pittsburgh district.

G. S. Forcier, manager of the Island Petroleum Co., of Pittsburgh, Pa., was confined to his home for several days the fore part of the month with a very severe cold.

New Brass Letters Tempted Driver to Defy Supreme Court

A short time ago the Ensign Oil Company, Inc., Independent oil jobbers, at their Lewistown, Pa., station, added a new two-horse tank wagon to their equipment, together with a new set of harness with the firm name on the leather housings in brass letters. The local driver of the Atlantic Refining Company, former (?) Standard subsidiary, not to be outdone, immediately ordered a new set of housings, and the general public of Lewistown and vicinity were astonished to behold, a few days later, the Atlantic Refining Company's harness decorated with large brass letters, "Standard Oil Company."

Apparently in open defiance of the "decree of dissolution," this team was used as above decorated for several weeks until the district manager of the A. R. Co. happened into Lewistown and discovered the team on the main street delivering oil to a customer. He immediately landed on the driver, asking him "who he thought he was working for, and the driver replied, "The Atlantic Refining Company." Thereupon the D. M. asked him why he decorated his harness with large brass letters reading "Standard Oil Company." To his surprise the driver told him, "Oh, they're just the same."

The last seen of the letters was when the wagon started in the direction of the local harness shop and appeared later minus the decorations.

The C. J. Tagliabue Manufacturing Co., of Brooklyn, N. Y., manufacturers of instruments for indicating, recording and measuring temperature and pressure, have opened a branch office at 708 Schofield building, Cleveland, O., under the charge of W. A. S. Schlueter, long connected with the Tagliabue Co.

The "Endurance" FAUCET

The Faucet you will eventually install on your Tank Wagons

Patented and Manufactured BY

A. W. Wheaton Brass Works

NEWARK, N. J.

300° OIL

We Manufacture All Grades

Railroad Specification, Cold Test, Light Gravity

Let us submit samples and quote prices

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SUPERIOR OIL WORKS

(LTD.)

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Refiners of Pure Pennsylvania Petroleum

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PETROLEUM PRODUCTS

Refinery: Bigheart, Okla. General Office: Tulsa, Okla.

H. BOLLWERK & BRO.

Manufacturers of

High Grade

Oil Tank Wagons

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Quality, Style and Superior Finish

3105 So. Broadway, St. Louis, Mo.

Wood Barrel Elimination Is Before Commission, January 22

The elimination of the wood barrel as a gasoline container and many revisions in the regulations for the transportation of explosives and other dangerous articles by freight, will be asked of the Interstate Commerce Commission, January 22, by Col. B. W. Dunn, chief inspector of the Bureau of Explosives. As Col. Dunn puts it, the Commission has already decided that gasoline should not be shipped in wood barrels, and that the only question that he will have to bring before the Commission is whether enough time has been allowed the oil trade to accumulate steel barrels. The colonel will suggest that steel barrels be made mandatory on and after January 1, 1915.

Some forty-eight wood barrels have been tested by the United States Department of Forestry at Madison, Wis., as the result of the co-operation of the coopers, the oil men and Colonel Dunn. These tests, according to Captain Carlton's report to Colonel Dunn, make a very good showing for the wood barrel. Criticism, however, is made that the heads of the barrels are the weakest part, and it is suggested that the heads be made of thicker material. Colonel Dunn maintains that these tests, however, are simply for working out specifications for wood barrels for products flashing above 20 degrees F. and that the tests do not concern gasoline barrels.

The coopers, through their traffic department at St. Louis, and the oil men, will appear before the Commission, and make vigorous protest against abolishing the wood barrel, especially before the details of these tests made at Madison are known, which will not be for some time. It will be maintained that the wood barrel has not yet been shown to be a poor container, and that in view of the reports of how well

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Unexcelled for covering oil storage tanks, tank cars, smoke stacks, and roofs of all kinds. A thorough protection for all metal surfaces.
The Forest Oil & Grease Co.
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Wagon Buckets are Accurate, Durable, Convenient, Shapely. You Need Them. Ask Us.
Wilson's Tin Pumps, Tanks, Funnels, Bungs, Spouts, and Waste Cans are just as good in their way
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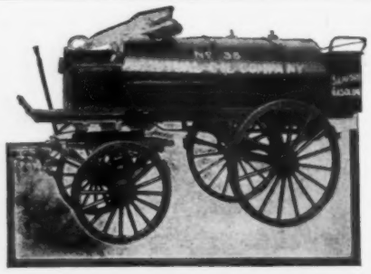
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TANK WAGONS
Our own non-leakable seams absolutely prevents mixing of fluids between compartments.
The handsomest and most durable oil delivery wagon on the market. Auto trucks mounted.
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PHOENIX COMPANY REFINING
GASOLINE
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GAS OIL
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ROAD OILS
Regal Oils
Regal Gasoline
Low Boiling Points
Stands Most Critical
Examination of Chemists
It Has THE REGAL Quality
Phoenix Refining Company
Tulsa Oklahoma

MOORE
There is a distinct satisfaction in handling products of sterling, uniform, dependable quality:—products that cause your customer to say, "That grease I bought from you was the best I ever had—be sure to send me that same kind this time."
THE MOORE OIL CO
CINCINNATI
GREASE

the wood barrel has stood up under these tests, it would be very poor logic to throw out the wood barrel for gasoline at once.

The steel barrel specifications worked out by Colonel Dunn with the steel barrel manufacturers, November 6, and which do not make any important change over the present regulations, will probably go through uncontested.

The colonel is making a number of changes in his regulations for the transportation of explosives and inflammables, and is also trying to simplify the language of the regulations. One provision is a new paragraph 1714, providing that carriers "must forward shipments of dangerous articles other than explosives within 48 hours after acceptance at originating point or receipt at transfer station." This is a very radical recommendation and carries out a similar one made in his last annual report, in which the colonel pointed out the fallacy of the railroad company's contention that oil should be shipped only on special days in special cars.

In his regulations, paragraph 1822, the colonel would require that all steel barrels in use from the date of adopting the revised regulations, must comply with I. C. C. specifications. This is objected to seriously by the oil men for the reason that they have many barrels in use today that were made before the Commission's specifications were promulgated. They have stood up in good shape, and it will be a hardship to throw them out.

Objection is also made to paragraph "C" of that paragraph, which seeks to put upon the shipper the responsibility for inspecting tank cars and seeing that they comply with all railroad rules. The shippers maintain that under the law, the railroad is responsible for the tank car, and they cannot shift the responsibility on to the shipper.

Objection is made to the requirement that two per cent of a tank car be left vacant for air space, in view of the railroads requiring the shippers to pay freight for that percentage just as if it carried the liquid. This inconsistency will be called to the attention of the Commission.

PERRY AND HIS SMILE MOVE UP TO BUFFALO

Charles W. Perry, one of the "Moore" boys, who practically grew up with the Moore Oil Company, and for the past several years was in charge of their grease department, has finally separated from his old teammates at Cincinnati and moved up to Buffalo to tackle new fields for the Cataract Refining & Manufacturing Company, keeping in the grease end, of course.

Mr. Perry has plastered grease over a good part of this country, and he has been aided materially by that smile of his. Did you ever notice it? Large and cheerful like. His new connection was made the first of the year.

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You can increase your profits by using our
HIGH GRAVITY GASOLINE
84-86 gravity in Drums
Write us today for attractive prices
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are exceptionally well protected from three to five yrs.
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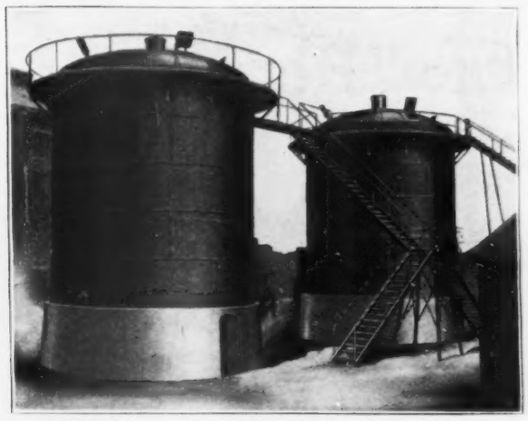
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WARREN, - OHIO

Holds Pennsylvania Must Loosen Its Grasp on Pittsburgh, Pa.

That the Pennsylvania Railroad Company should permit under a fair division of a joint rate switching on its terminals in Pittsburgh is the finding just rendered by the Interstate Commerce Commission in the case brought by the Waverly Oil Works Company against the Pennsylvania Railroad Company last spring.

The Pittsburgh Chamber of Commerce, Grain and Hay Exchange, and other shippers intervened on behalf of the Waverly Oil Works. It was shown in the testimony that the Pennsylvania, although it had physical connections with other lines, particularly the B. & O. not far from the Waverly plant, nevertheless, required the freight to be shipped way out of town and then back, running up a charge of 4 cents a hundred pounds.

The syllabus of the commission is:

"1. Complainant alleges that the charge of 4 cents per 100 pounds for switching freight to and from its industry, located on the Pennsylvania Railroad at Pittsburgh, Pa., when complainant desires to move its shipments to and from Pittsburgh by lines other than the Pennsylvania, is unreasonable; Held, That this Commission under the facts of this case ought not as a matter of discretion, even if it could as a matter of law, to establish a mere switching charge which the competitors of the Pennsylvania lines can absorb and under which they can obtain the virtual use of these terminals; but the Commission has the power to establish joint rates from any point upon these terminals where traffic is received by the Pennsylvania to a point upon any connecting line, and vice versa.

"2. While cases may be easily imagined where a railroad would be guilty of undue prejudice by reason of a diversity in switching charges between two localities served by it, that can hardly be true in this case, nor could the Commission on this record require these defendants to maintain the same system of switching charges at Pittsburgh which they maintain at other points upon their system.

"3. So unjust discrimination arises out of the circumstance that the different members of the Pennsylvania system accord the use of their Pittsburgh terminals to one another while refusing it on the same terms to their outside competitors.

"4. A series of joint rates from various points to points on the Pittsburgh terminals, and vice versa, should be established based upon the suggestions in this report."

The Commission supports this finding by arguing that the Pennsylvania Company should not be penalized for building and owning its own terminals, nor should the other lines without terminal facilities be given free use of them. The Commission really finds for the Waverly, but under the condition of things at Pittsburgh and the heavy investment of the Pennsylvania, believes that the Pennsylvania is entitled to compensation by division of a joint rate for switching.

Commissioner McCord, in a concurring opinion, objects strongly to a joint rate for

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Size, when closed, 15" x 5" x 8"

Covered with Black Seal Grain Cowhide; lined with silk plush; has rounded nickel plated corners, lock and catches.

Contains twenty-eight 2 oz. oil sample bottles, and five ½ oz. dome-shaped, polished nickel top grease jars. Has sundry space—12" x 7½" x 2¼".

Net Price Complete, $5.00

Ask for our catalog, showing complete line of sample cases, especially made for the paint, oil, and varnish trade.

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The "Hercules" Welded Metal Barrel

The one with the Pivoted Bung

The Barrels are welded throughout. They comply with I. C. C. Specifications No. 5. Are built to stand hard usage and guaranteed

Prices Right

Patent Applied For

The New Pivoted Bung will save you money because it does not leak, closes oil tight by pressure applied with an 8-inch wrench, seats true on Lead Gasket, which cannot be injured, as the Compression Plate does not turn with Plug.

METAL BARREL COMPANY

GALESBURG, ILLINOIS

switching being added to the rates applied from Pittsburgh, so that the shipper would pay the cost of the switching. Mr. McCord thinks that the service of switching at Pittsburgh is so valuable to the other lines that they should absorb it in their through rates.

The Commission fixes no order in its decision, but says in case the carriers cannot work out the suggestions, in its opinion the Waverly may amend its petition when the Commission will have further hearings, and proceed to a definite establishment of joint rates.

JOHN R. REAVIS DIES AT WARRENSBURG, MO.

John R. Reavis, former correspondent of this paper at Tulsa, Okla., and a star newspaper man, not only in the oil paper game in Oklahoma, but in New York City and abroad, died at his home of recent years at Warrensburg, Mo., January 5.

Mr. Reavis had been in poor health for a number of years, and his death was due to a general decline. In fact, Mr. Reavis' bad health dated back to the time when he was the New York World's first London correspondent.

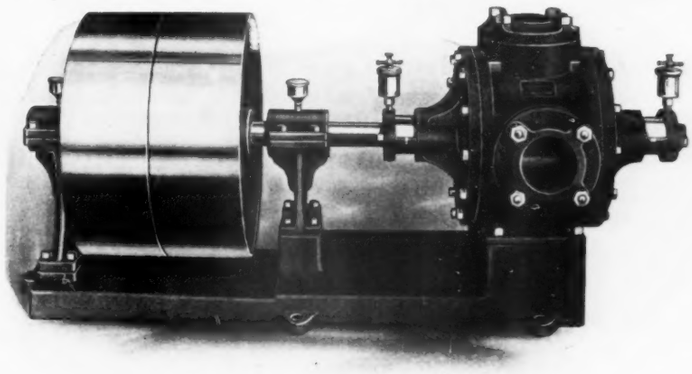
Mr. Reavis had been star man for Mr. Pulitzer at St. Louis, and shortly after Pulitzer took the New York World, Mr. Reavis was called on to New York and then he was sent over to London, back in 1885.

He organized the London bureau for the World, and established the World's first connections abroad, having to visit most of the capitals of Europe to do so. Mr. Reavis succeeded in this big task—and newspaper work in those days abroad was not as easy as it is now—but it broke his health so that he had to give up the grind and the wear and tear of metropolitan newspaper work.

He went to the British Columbia coast, and was interested in a mining journal and in local newspaper work. Some time after his son, Holland S. Reavis, started the old Oil Investor's Journal, at Houston, Texas, his father came to Tulsa and took charge of the Oklahoma end. When his son sold that paper, Mr. Reavis became the correspondent for THE NEWS, in the Mid-Continent field, which work he had charge of until he was forced to give up all work and remain at his home in Warrensburg, Mo.

Mr. Reavis, of course, was greatly hampered by his poor health during his work in Oklahoma, but the writer would say that without question he was by far the best newspaper man who ever wrote an oil story, at least within the writer's knowledge. His stuff was always accurate, was newsy, and, above all, not verbose. In a few hours' time, the colonel could gather enough first-class oil dope that nobody else ever got on to, to fill a paper for several months. His stuff was always looked upon

The Superior Oil Pump is the Blackmer



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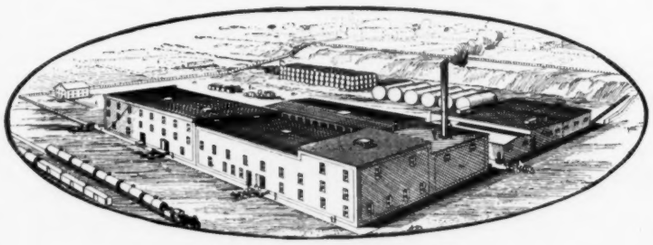

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Cutting Compounds, Soluble Oils, Liquid Soaps, Belt Dressings, Etc.
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High Grade Oil Refining Company
OF NEW YORK
"Producers Refining Their Own Oil"
PRODUCERS AND REFINERS OF
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by the oil men as the "law and the gospel." If Colonel Reavis said that she would only make twenty-five barrels, that settled the matter. Not that the colonel himself was a particular authority on oil, but it was known that he would not make a statement that was not absolutely true to his knowledge.

It was a great pleasure for the writer to be associated with the colonel, not only a pleasure from the newspaper standpoint in having a first-class man that he did not have to draw diagrams for, to explain what he was talking about, but a pleasure from a personal standpoint, because the colonel was always so cordial and square, and, above all, a gentleman and a real newspaper man. W. C. P.

J. H. Yust, for years with the Gulf Pipe Line Co., severed his connection with that company the first of the year and joined Cosden & Co. Mr. Yust has a large circle of friends who wish him unbounded success in his new position.

H. T. Dorrington, who for several years has been sales manager of the Muskogee Refining Company, Muskogee, Okla., is now sales manager of the Phoenix Refining Company, of Sand Springs, Okla. Mr. Dorrington's offices are in the Palace Building in Tulsa, Okla.

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Let us know your 1914 requirements on the following:
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Filtered and Steam Refined Cylinder Stocks
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Operating Five Modern Refineries

Bluffs are Not in our System We Get The Money

Credit and Collection Dep't
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PRACTICALLY every mercantile establishment of any size has a "collection and detective agency." These are invariably equipped with "attorneys in every town," and "clients all over the world."

In keeping with all these high flown claims the average house agency is somewhat inclined to go "pretty strong" in getting after debtors, and some of them have gone to such lengths as to get in wrong with the postal authorities. As these house "detective" affairs are organized and run solely to save a barrel or two of money, they never will spend a nickel for court costs and the result is, in a large number of cases, when the great "Spinkerton Detective and Collecting Association of America" threatens to sue a debtor, it threatens for several months, and just when the debtor is looking for a constable he finds the "Great Spinkerton," for some slight excuse, has caused a stay of execution, and given him "one last and positively final" chance to pay. The debtor doesn't and then he's not sued.

In other words, the debtor finds he can call the "Great Spinkerton's " bluff with absolute impunity. Hence all the Spinkertons, great and small, get the laugh when they come around and threaten to get noisy if the debtor doesn't pay.

How do we know? Because we have had them try it on us. One fellow cockily came back with a "Yah, you fake collection agencies, come on with your bluffs." We sued that man by the first mail.

This department never threatens to sue until it has been authorized by the client to proceed and cost fees and bonds are ready. Then if the debtor doesn't pay up **we sue.** We don't waste valuable time talking about it.

We make the debtor realize that this is a **real** collection agency, backed by a **real** association, of **real** oil men who have **real** money to sue with if necessary, and that woe betide the guy who doesn't pay up and expects to run his auto any more. We impress it upon him that he can't run it on **OUR** gasoline and any trial on his part to do it proves that what we said is so.

Do you want him to run on **YOUR** Gasoline?

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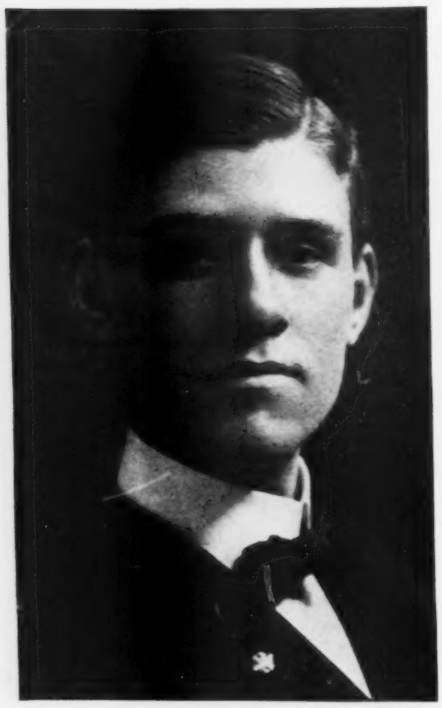
Phila. Oil Trade Association Plans Many Helps for Jobbers

Thomas G. Cooper,
President, Philadelphia Oil Trade Association.

The Oil Trade Association of Philadelphia, recently organized at that city, is rapidly taking care of the various troubles that have been apparent in the jobbing market in that territory.

The committee on credit information has worked out a plan for handling local credit dope. This plan has been canvassed by the officers of the association, but has not yet been presented to the entire association for approval, but this will be done shortly. The plan calls for the keeping of a record of bad accounts by an outsider from whom the members at all times can get prompt information.

A salesman's reference bureau is also being discussed.



J. H. Stevenson,
Secretary, Philadelphia Oil Trade Association.

A. C. Carpenter, manager of the Lesh Oil Company's station at Ottawa, Kansas, has grown weary of waiting for accommodation trains which run on an average of once a day and not always then, and has adopted the automobile as a means of covering his territory. With his auto, Carpenter says, he is able to cover half a dozen towns thoroughly in one day.

The Converse County Oil & Refining Company has been incorporated in Wyoming by J. L. Taylor, E. H. Knight, M. L. and H. L. Mowrey, H. A. Wolfinberger and W. D. Tidball to operate in Converse county, Wyoming. The capital is fixed at $500,000 and the headquarters will be in Cheyenne, Wyo.

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Railroad Oils a Specialty

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A strong, economical, thoroughly welded and reinforced steel barrel

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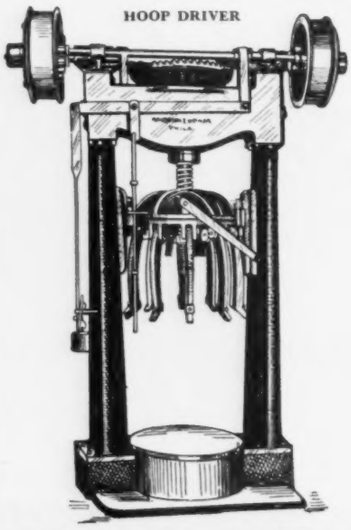

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Rate for this column 5 cents per word an insertion.

FOR SALE.—Oil plant in large city near New York; ample tank capacity; fully equipped for manufacture of oil compounds and greases. Spurs from two main railroads run into property. Ideal location. William Huck, Jr., 46 Cedar St., New York.

WANTED—Refinery expert, intimately familiar with details of manufacture of all petroleum products, including greases and natural gas gasoline, desires position as superintendent. Address "M. M.," care the National Petroleum News.

REFINERY SUPERINTENDENT. — Refinery man, thoroughly familiar with all systems of distillation, the associated refining methods, and the art of getting the oil into the trade's hands in good order, is looking for an opening. Competent to take manager-superintendent position. Familiar with construction and erection work. A-1 references furnished. Address "Superintendent," care this paper.

WIDE-AWAKE oil and grease salesman with ten years' experience in the United States and Canada; can show big sales record; wants position with live oil company. Address F. S., care this paper.

WANTED.—Three 2,000 gallon second-hand tanks or one three-compartment six thousand gallon tank. Must be in A-1 condition. State price and particulars in first letter. Address A. C. O., care this paper.

WANTED—High grade oil salesman with established trade by prominent Pennsylvania oil jobber. Highest salary to the right party and liberal territory arrangement. No has-beens or failures need reply. Interview requested. State general particulars in reply. Address "Salesman", care the National Petroleum News.

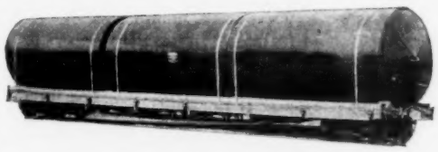
Frank L. Wall, formerly district manager of the Atlas Oil Company's Atlanta office, has been made district manager of that company's new branch office at Jacksonville, Fla., effective January 1.

The Standard Oil Co. is planning to erect two 30,000 barrel storage tanks on the tide flats near the Milwaukee Railroad at Tacoma, Wash. The Milwaukee burns oil in its car shops nearby, and the erection of the new tanks will give them a better supply of fuel as well as facilitating the shipment of fuel oil over their lines to southeastern Washington points.

American Oil Works
Titusville, Pa.
Refined Oils
Gasolines
Cylinder Stocks
PennsylvaniaCrude
used exclusively
We Solicit Your Trade

The Kanotex Refining Co.
Producers and Refiners of Petroleum
Refinery: *Caney, Kans.*
Leases: *Dewey, Okla.*

-GRAVER-



Cold Weather
Will Soon Be Here
GET BUSY WITH THAT TANK—
Before snow flies—there is still time if you act quickly for our new plant and erection yard is now in full swing and we offer you
IMMEDIATE DELIVERY
On 500 to 20,000 Gallon Stock Tanks
We also have some of the "Big Fellows"—50,000, 100,000 and 150,000 Gallons in stock
Write or Wire—Prices Lower Than Ever
WM. GRAVER TANK WORKS
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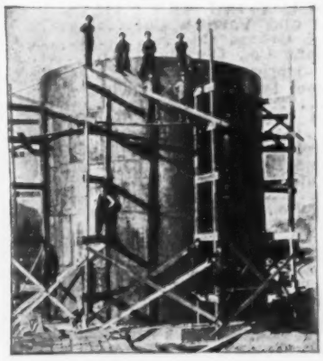
SALT LAKE CITY, 109 West Second St.



National Petroleum News

Published Every Month for

Independent Oil Men

By The National Petroleum Publishing Co.
Rose Bldg., Cleveland, O.

WARREN C. PLATT ....President and Editor

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Tulsa, Okla.—Smokewell Cigar Co.,Bliss Bdg.
Tulsa, Okla.—Post Office News Stand.
Tulsa, Okla.—City Book Store.
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Bartlesville, Okla.—Almeda Hotel Cigar Std.
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Wichita Falls, Tex.—Westland and St. James Hotels.

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H. H. Kellogg, Geo. R. Jenkins & Co., Chicago, Ill.

W. O. Hudson, Marine Oil Co., New Orleans, La.

Next annual meeting will be at New Orleans, probably in the Fall of 1914, and at the same time of the year in 1915 at San Francisco.

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'Twas Almost an Oil Well

Hearken, gentlemen, to the thrilling tale of how Leeds, Iowa, and especially Grant Collins, of the Cedar Rapids Oil Co., almost found an oil well giving forth refined oil. 'Tis a pretty story.

All was calm in Leeds—it generally is, except when the daily train come in and all the residents gather at the station—when the town was stirred to its very shoes by the rumor that well drillers on the Weir property had struck oil just below the surface.

The fact that the well was being drilled for water instead of oil and that no one previously, even in the wildest flights of fancy, had ever imagined the possibility that oil might be found in Leeds, served not for a moment to dampen the visions of sudden riches.

All Leeds thronged to the well. It was un-

doubtedly oil that was filling up the bottom of the hole. The bottom of the well was still very close to the top, and those fortunate ones who had arrived early, and therefore possessed points of vantage from which they could gaze into the hole, could plainly distinguish that it certainly was not water. Within an hour real estate all over the town was quoted at figures beyond the dreams of the wildest enthusiast.

Then T. B. Munson, Leeds agent for the Grant Collins' Company, came, and while the entire community hung breathless around him, pronounced that the liquid was surely oil.

And a little later on, when he announced that tests showed it to be identical in test with the refined oil sold by his company, enthusiasm knew no bounds. Just at that point someone—Leeds inhabitants insist it was a Le Mars, Iowa, visitor, who happened to be in Leeds, and was jealous of their new fame—had to throw a damper over the proceedings. Without any comment he pointed to several storage tanks across the street from the "well," which held similar oil to that which was rising slowly in the "well," and unfortunately a tank leaked. The oil boom has subsided.

USE CRUDE PRICE AS SELLING ARGUMENT

That Pennsylvania Crude has a much higher market price than the crudes of other fields is used by the New York Lubricating Oil Co. as an argument to show that Monogram oil sold by it is therefore superior to other oils.

This is the first time that the vast disparity in the crude oil market has been made use of by a jobber in selling his oil.

In its advertising literature starting with January, the Monogram people argue as follows:

"Pennsylvania crude oil sells in bulk for approximately six cents per gallon. In the production of our automobile oil—Monogram—only 4½ gallons of it, or 4½ per cent, is obtained from every lot of 100 gallons of Pennsylvania crude.

"Therefore it takes over 21 gallons of Pennsylvania crude to make one gallon of Monogram.

"If there were no by-product, it would cost one dollar and twenty-six cents, plus the cost of refining, to produce one gallon of Monogram oil.

"This 4½ per cent is the very marrow of the crude with all its remarkable wearing and lubricating qualities, and the other 95½ per cent can only be used for such by-products as gasoline, kerosene, ordinary engine and machine oils, and black oils.

"This is one reason why Monogram oil has been continually successful under that one brand name from the very start of the automobile industry.

PROTECT YOURSELF.

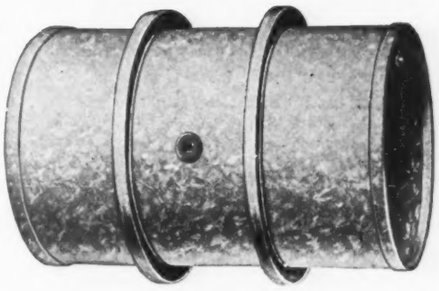
"Remember this when unscrupulous dealers try to hand you oil that costs them 15 cents a gallon (or less) as a "just as good" substitute for Monogram, at the same price for which Monogram can be purchased.

The Lesh Oil Co. has placed branch stations at Wellsville and Le Loup, Kansas.

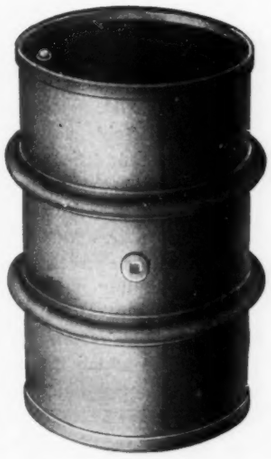
WHY IS IT?

Do you know why experienced steel barrel users buy the "Scaife" Barrels instead of others?

Ask any one of them; and they will tell you that "Scaife Barrels are the best."



Stronger than any other barrel of equal weight.



Ask some manufacturer of cheap barrels to quote upon galvanizing them with Prime Virgin Spelter (Pure Zinc). He will try to tell you his coating is "just as good"; but such is not the case.

Other so-called "galvanized" coatings are vastly inferior and are used only because of their cheapness.

Even the steel in our Barrels is made according to our own specifications.

Wm. B. Scaife & Sons Co.

26 Cortlandt St., NEW YORK PITTSBURGH, PA.

(Founded 1802)

LACK OF OIL BRINGS SORROW TO ENGINEERS

Engineers of the Pennsylvania Railroad are objecting to the ruling of the company which limits their supply of lubricating oil to certain specified amounts.

It used to be that the engineer was given all the oil he asked for, and accordingly used as much as he so desired. But now a certain definite amount of oil per mile is allowed each engineer. And to make sure no more than that is used, each engineer is given only enough to run him.

And now some engineers find themselves running out of oil before their "run" is completed, with no place nearby to get more. Wherefore there are wailings and gnashings of teeth.

As one engineer put it: "There's nothing like having all the oil you want, and there's nothing worse than not having enough. It reminds me of an engineman who was once held up while he was hauling a train over the mountains. The bandit climbed into the cab and pointed a revolver in his face. The engineman threw up his hands and shouted: 'Don't shoot! You'll find my pay in my hind pocket. Take it, but if you have any mercy in your heart, don't take my oil!'"

ROAD OIL EXPERT GETS UP NEW PAVING METHOD

Through the use of a locking device, composed of a foundation and a specially prepared binder, James S. Cosgrove, a well known road oil expert and Eastern representative of the Indian Refining Co., New York, has devised a method of pavement construction which practically eliminates the damaging effects of climate, and reduces the wear on block pavements to a large extent.

The valuable part of the new pavement, which is known as the Cosgrove improved pavement, is the binder form, composed of a mixture of asphalt and silicious material, forced under and between the paving blocks. By lapping this binder over the top edges of the paving blocks, through application of heat, the binding effect is still further reinforced and the wearing surface kept always smooth and even.

New Fire Rules for Piping Your Oil Plant

Model Ordinance on Petroleum Gives Ideas on Future Constructions for the Trade

If you have any changes to make in your plant, get out your copy of the proposed model ordinance agreed upon by the Independent Petroleum Marketers' Association and the National Fire Protection Association, the latter representing the fire insuring and underwriting interests of the country. Study that model carefully because it may not only save you time but more than likely money.

This model marks the present day requirements of the insurance companies, roughly speaking, and it can be accepted, within reasonable limits, as standard for the next five or eight years at any rate. An oil man, however, should always make his plant as good as he possibly can, not only for his own protection, but in order to avoid future trouble with any regulations.

No matter how unimportant it may seem to you to make a few minor changes in the layout of your plant at the present time, don't make them without first consulting this ordinance. Sometimes only a few changes will take a man's plant from the class of a bad fire hazard to the class of a good fire hazard.

Last month this paper gave in detail the regulations in this proposed model ordinance governing the erection of storage tanks. This month it discusses Chapter 4 on Piping and Appurtenances.

For convenience in handling inflammable liquids, and remember that this ordinance applies to all inflammable liquids, they have been classed as follows:

Class I includes all inflammable liquids flashing below 30 degrees F. Tagliabue open cup, which class includes benzine, naphtha and gasoline.

Class II covers all liquids flashing between 30 and 80 degrees F. , and applies particularly to alcohol and some varnishes.

Class III applies to liquids flashing from 30 to 200 degrees F., and concerns kerosene, some alcohol, turpentine, etc.

PIPING AND OTHER APPURTENANCES.

Chapter V, Section 55. All connections from tank to any house or sub-surface drainage system shall be so arranged as to prevent the flow of inflammable liquid to any such system or the leakage of any inflammable gases from such fluid, or properly constructed inflammable fluid collectors shall be provided in such connection.

This does not work any hardship upon any one. It is a provision that is in general effect in all fair-minded practice today anyway, and is simply to keep the inflammable gases from the volatile liquids out of the city sewer system.

Section 56. All underground storage systems, or Class I liquids, in which the tank may contain inflammable gases, shall have at least a one-inch vent pipe, run from top of tank to a point outside of the building and acceptable to the Chief of the Fire Department, but which shall end at least 12 feet above level of source of supply and in a location remote from fire escapes and never nearer than three feet, measured horizontally and vertically, from any window or other opening; the tank vent pipe shall terminate in a goose-neck protected in the outer end by a 30 x 30 mesh or equivalent brass wire screen. Or a combined vent and filling pipe, so equipped and located as to vent the tank at all times, even during filling operations, may be used. The vent pipes from two or more tanks may be connected to one upright, provided they be connected at a point at least one foot above level of source of supply.

This section applies to underground storage tanks that are not operating as a part of a pressure system, and the whole idea surrounding the location of the vent pipe is to make sure that it is at such a place where no harm could come in case the inflammable vapors issuing from the pipe should become ignited. It simply means using good judgment in locating the pipe, and at the outside can mean no greater expense than that of adding a few feet more to a length of pipe. In order to make sure

GULF REFINING COMPANY

REFINERS OF

OKLAHOMA AND TEXAS PETROLEUM

HIGH GRADE

Engine Naphtha, Painters' Naphtha, Kerosene, Stove Gasoline, Gas Oil, Fuel Oil, Paving and Roofing Asphalt

Our Kerosene and Gasoline are Manufactured from High Grade Oklahoma Crude Oil

LUBRICATING OILS

CYLINDER, ENGINE, CORDAGE

HIGH VISCOSITY -:- LOW COLD TEST

General Sales Office, PITTSBURGH, PA., U. S. A.

District Sales Offices

NEW YORK PHILADELPHIA BOSTON
NEW ORLEANS HOUSTON ATLANTA TAMPA

Write and mention National Petroleum News

that good judgment is used, the chief of the fire department is given power to specify the location.

All through the ordinance every effort has been made to state definitely the conditions that the oil trade must comply with. However, there are some cases where it is impossible to state the conditions governing all circumstances so that in these cases the chief of the fire department has been given authority to pass on the questions. Take for instance, the location of a vent pipe—it is almost impossible to specify just where that pipe shall be located in all cases, and as the chief of the fire department is credited with normal common sense at any rate—and if he did not have normal common sense, he could not in this case do any great hardship—he is given the control; as in the cases of all openings on tanks a mesh screen is required at the opening of this vent pipe to keep the flame from going down the pipe, acting on the principle of the Davy lamp. The combined vent and filling pipe arrangement is used particularly in cases of small tanks for automobile garages.

PROTECTING GRAVITY FLOW.

Section 57. All drawing-off pipes terminating inside of any building shall have valve at the discharge end; when delivery is by gravity, pipes shall have valve, which shall preferably be of the automatically closing type, and in addition must have emergency valve.

This provides for just ordinary good practice, and the writer has not yet seen a plant that did not have valves at the discharge ends of pipes inside buildings. The question of permitting gravity flow from storage tanks into buildings was a very serious one and the fire insurance interests were in favor of forbidding it entirely on the ground that if a fire started in a building and the line happened to get cut or broken or if a fire started while a filling station was in operation, the tanks outside would drain into the building and feed the fire and there would be no way of stopping it. The insurance men were informed that, although the oil trade was quickly adopting all modern appliances, nevertheless, although appliances had been arranged for operating filling stations by pumps drawing their supply from tanks below the level of the station, experience had not yet shown that these systems were in all cases an entire success. The varnish men also pointed out that according to the system of piping in their plants and methods of handling the benzine, they could not well operate a pump system, so that gravity flow was permitted in tanks to points inside certain buildings under certain conditions, to be later described. Where possible, however, the trade should make use of an automatic valve inside the building.

Section 58. Where tanks are above ground there shall be a valve located near the tank in each pipe. In case two or more tanks are cross-connected there shall be a valve near each tank in each cross connection.

This is present practice in practically every plant.

Section 59. Pumps delivering to or taking supply from above ground storage tanks shall be provided with valves on both suction and discharge side of pump, and check valve when delivering to tank.

This, likewise, is present practice.

Section 60. Where underground tanks are used, all pipes carrying volatile inflammable fluids, except in dry-cleaning establishments, shall pitch toward tanks without any traps or pockets, and shall enter tank at the top.

You could not very well get away from having your pipes pitched toward the tank when the latter is underground and, as it is unquestionably good policy to have pipes, in so far as possible, self-emptying into the tank, this provision was agreed to.

Section 61. All pipes used in systems for inflammable liquids shall be of standard full weight brass, galvanized iron or steel, with suitable brass or galvanized malleable iron or steel fittings. No rubber nor other packings, and no flanges, shall be used. If unions are used, at least one face must be of brass, with close fitting conical joints. Litharge and glycerin, shellac or other suitable material shall be used on pipe joints. Outside piping must be protected against any mechanical injury when within 5 feet of ground level. Inside piping must be rigidly supported.

The pipe specified here is what is generally used. There was considerable discussion on packings and flanges and, although

The German American Car Company

Tulsa, Oklahoma, Plant

This company has opened completely equipped shops at

TULSA, OKLAHOMA

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some oil men maintain that they have been able to get tight joints by a packing, nevertheless, the fire insurance interests insisted that packings at best were makeshifts and that by exercising a little more care, absolutely tight joints could be made without the use of packing. Protecting outside piping against injury means to enclose it or cover it in some fashion so that wagons driving through a yard could not injure the pipe.

Section 62. Defective and leaking piping must be made tight immediately or replaced.

Section 63. Piping carrying Class I and II liquids, unless without joints or connections, shall not extend through any room which contains any open light or fire.

This is not only to protect a plant against possible leaks in a pipe connection, but also to reduce the chance of fire in case the room through which this pipe passed happened to burn. A little different arrangement of the piping in the most extreme cases even would be all that is necessary to comply with this requirement.

Section 64. The end of the filling pipe for underground storage tanks for Class I and II liquids shall be carried to an approved location outside of any building, but not within 5 feet of any entrance door, or cellar opening, and shall be set in an approved metal box with cover which shall be kept locked except during filling operations; this filling pipe shall be closed by a screw cap. A 30 x 30 mesh or equivalent brass screen strainer shall be placed in the supply end of filling pipe.

This applies primarily to the small auto garage tanks. The idea is to make certain that filling pipe cannot be tampered with.

AGAINST THE BUCKET.

Section 65. Deliveries of inflammable liquids of Class I and II, where practical, shall be made directly to the storage tank through the filling pipe by means of a hose or pipe between the filling pipe and barrel, tank wagon or tank car from which such liquid is being drawn.

The object of this is to eliminate as far as possible the carrying of inflammable liquids, particularly gasoline in open containers or in buckets. The underwriters first wanted to prohibit the use of tank wagon buckets entirely and require a tank wagon to have a length of hose and make all deliveries direct from the wagon through that hose to the storage tank. However, it was pointed out that there is no flexible hose made so far today that is absolutely certain of being tight at all times, and that anyway, in many cases, one would have to have several hundred feet of hose winding around through a building or across a street, which in itself would be a menace and likewise one could not have a pump on a tank wagon, and there would be cases where it would be impossible to fill by gravity alone. But the underwriters want to reduce the hazard incident to carrying gasoline about in tank wagon buckets. Quite a number of accidents have been reported largely through the carelessness of passing pedestrians or kids playing around, and the underwriters hope that the time will come when some inventive genius will have provided an economical and likewise efficient method of handling gasoline in these cases in other than open containers.

Section 66. Except as permitted in Section 68, inflammable liquids shall be drawn from tanks by pumps so constructed as to prevent leaking or waste splashing, or by some other system approved by the Chief of the Fire Department, with controlling apparatus and piping so arranged as to allow control of the amount of discharge and prevent leakage or discharge inside the building by any derangement of the system. The pump or other drawing-off device shall be located on or above the grade floor, preferably near an entrance or other well-ventilated place.

The exception referred to in Section 68 permits gravity flow in factories, refineries, and oil jobbing plants, but at garages and any other places the oil and gasoline must be drawn from the tank by pumps. This is to do away as far as possible with the danger of a broken line from a gravity tank in case of fire, and this applies to whether the tank is above or below ground, although it is assumed in the majority of cases they will be under ground. There is no question about the desirability of eliminating gravity flow wherever it is feasible.

PROHIBIT FAUCETS.

Section 67. Except as permitted in Section 68, no tanks, drum nor other containers inside a building, or discharging inside

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Manufacturers of

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a building, shall be provided with a faucet or other bottom-drawing device which will permit the gravity flow of liquids inside the building. Pipe shall not terminate at any point lower than the level of source of supply.

This is one of the most radical and far-reaching sections in the whole ordinance, in that it strikes at the time-honored custom of the small grocer, for instance, of having a tank of kerosene, and gasoline, likewise, at the back end of his store from which he draws by a faucet. It also strikes at his custom of inserting a faucet into a barrel, either wood or steel, and drawing therefrom. There can be no question but what this practice, although it has been a very convenient and cheap one, is most conducive to poor fire conditions about the grocery store.

The fire insurance interests absolutely refused to budge from their position against the use of faucets. They told the oil men flatly that there was no use wasting any time talking about it, although they did give them a hearing on that point. The underwriters pointed out that they appreciated that a faucet was just as tight, if not tighter, than a pump, but that it was the human element that entered into the use of that faucet that they had to rule against and that human element would not turn the faucet off and would not always see that the faucet was working properly or that it was tightly fitted into the barrel or tank, and that in entirely too many cases the faucet, in connection with this human element, was responsible for a very bad fire condition in the back end of the average grocery store. They pointed out that these gasoline tanks and barrels were in the majority of cases in a dark part of the store or the building, that clerks of different mentalities were permitted to draw from them, and that the chances were entirely too good for the faucets being left open just a little bit and the leakage escaping the attention of the storekeeper. This section puts the ban on these so-called kerosene steel barrels where faucets are shipped with them, and the only thing for those barrel men to do is to devise a pump which can be inserted in the bung of the barrel and screwed in. The underwriters do not require any special kind of a pump in the case of this ordinance. They appreciate that experience will have to be called on before a perfect pump probably will be devised, but a pump it must be.

In so far as these grocers' tanks are concerned, the chances are that this section would become effective immediately upon passage of the ordinance, but it is also quite likely that some leeway in point of time would be allowed to grocers in which to change their tanks over to the pump variety; however, the chances are against any leeway being allowed the grocer or small consumer using a faucet to a barrel, so that it behooves the barrel men as well as the oil men to get busy on a pump proposition. Furthermore, if pumps are not provided, they will be counted against the storekeeper or user of a faucet container in his insurance policy.

The members of the Independent Petroleum Marketers' Association committee, which worked out this fire ordinance, say frankly to the oil trade that there is absolutely no use kicking on this non-faucet provision; that all might just as well save their time and energy and devote it to working out a pump scheme, and the sooner they do it, the better. There is no use crying "invasion of private rights," confiscation of property or anything else—a pump it must be, and the barrel men who recognize that fact first will have the best of the situation. Of course, bear in mind that this provision also applies to products flashing under 200 degrees F. The ordinance does not concern lubricating oils, but what is good practice in kerosene is certainly good practice in lubricating oils.

Section 68. The Chief of the Fire Department shall permit the storage and gravity flow of inflammable liquids in refineries and in manufacturing and jobbing plants where the nature of the manufacturing process requires such storage and flow, and also the storage and gravity flow of commodities of Classes II and III in stores, plants and establishments, where the nature of the liquid will not permit pumping. Provided that the contents of tanks holding Class I liquid shall be sufficient only for one day's operation, and such storage shall be in rooms as called for in Section 29.

This exception practically takes care of every refining, jobbing and manufacturing plant using gasoline today. Note that it says the chief of the fire department "shall" permit the storage and gravity flow, not

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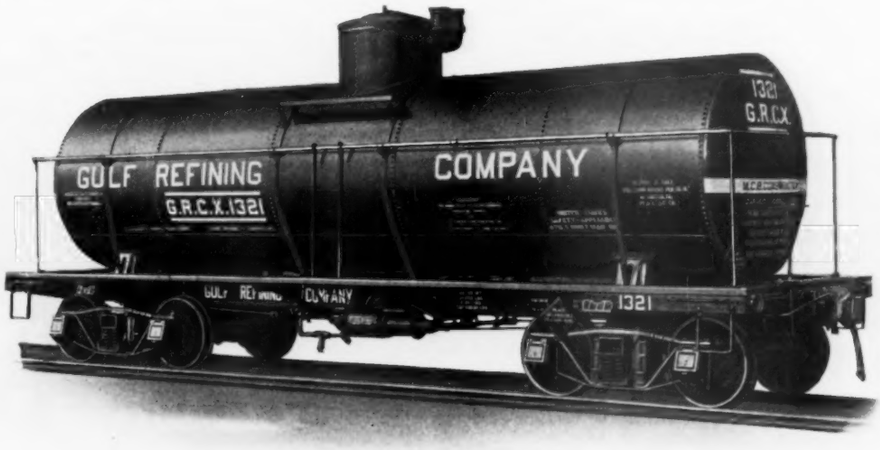

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that he may. The average plant, it is understood, does not ordinarily draw gasoline for filling purposes from anything more than a small filling tank any way, so that the limitation that that tank shall contain only one day's storage, should not be a hardship upon any one.

Section 69. Supply to stationary internal-combustion engines using inflammable liquid shall be by pumpage from tanks located as given in Sections 46 and 47.

Sections 46 and 47, referred to herein, concern underground and above ground storage tanks as noted in Chapter 3, which was printed in the December issue of this paper.

Section 70. In equipments for the use of inflammable liquids as a fuel under boilers, furnaces, kilns, ovens, etc., storage tanks shall be located as given in Section 46 or 47. The oil must be fed from the supply tank to the burners by an approved pump.

Section 71. Pumps used and called for in Sections 69 and 70 must be equipped with a pressure gauge for oil and the system shall be so arranged that the oil pressure cannot at any time exceed 60 pounds, a relief valve to be provided to return surplus oil back to the supply tank when the pressure exceeds this quantity.

If receivers, accumulators or standpipes are provided, their capacity shall not exceed 10 gallons, and they must be so arranged that the oil may drain back to the supply tank.

(To be continued in February issue.)

SCHOOL HEAD KICKS AGAINST OIL TANKS

Lincoln, Neb., Professor Calls in Lightning to Compel Burial of Tanks

Fearful because of the possibility that some time in the future lightning might strike the storage tanks of the State Oil Co., at Lincoln, Neb., and thereby endanger the property and perhaps the lives of school children of the Randolph school, directly across the street from the oil company's plant, Professor Barbour, speaking for the Lincoln school board, has addressed a protest to the city commissioners against the erection of additional storage tanks contemplated by the State Oil Co.

In his complaint, Professor Barbour soars to heights of oratory, picturing the fearful conflagration that would result, the collapse of the tanks, the rivers of burning oil pouring down the street, the explosion of neighboring tanks, and the appalling danger to persons, especially the school children, in the neighborhood of the possible fire.

Fire Chief Clement, of Lincoln, when questioned by the commissioners, did not feel as greatly alarmed as Professor Barbour. He pointed out that the company's yard was connected with a storm sewer into which, even in the remote possibility that the tanks might be struck by lightning, the oil would flow in case a tank should collapse.

In the face of the protest, the State Oil Co. decided to bury the new tank which they had planned to erect, and now some of the property owners think they still have grounds to object on, but the fire chief says not.

The Bartles-Sweeney Oil Co. has established a branch agency at Clinton, Ill.

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NEW PAINT COMPANY FOR JOBBING TRADE

Gibson-Homans Co., Recently Organized, Start Their Own Factory in Cleveland

In the belief that there is a distinctive field for the paint and paint specialty manufacturer who caters exclusively to the jobbing trade, H. O. Gibson and A. H. Homans, formerly with the Atlantic Paint Co., of Cleveland, O., have organized the Gibson-Homans Co., with Mr. Homans as president, and Mr. Gibson as secretary and treasurer, and purchased a fully equipped paint manufacturing plant located on the Belt Line R. R. at Cleveland.

Both members of the new firm have had a long experience in the paint manufacturing trade, and especially in connection with paint products as handled by the jobbing trade. H. O. Gibson received his early business training in a railroad office, later entering the employ of the Sherwin-Williams Co., one of the largest paint manufacturing companies in the world. When the Newark plant of that company was established in 1902, he was transferred there as assistant superintendent, returning to Cleveland in the fall of 1903 to become office manager for the Atlantic Paint Company.

Albert H. Homans graduated from Case School of Applied Science, Cleveland, O., in 1901, entering the employ of the Standard Oil Co. as chemist at their No. 1 Works in Cleveland. A year later he became research chemist with the Glidden Varnish Co., Cleveland. During his two years there he became intimately familiar with all the processes and formulas of paints and varnishes, and made a special study of the treatment of China wood oil, through which he received the degree of Master of Science from Case School. In the spring of 1904 he entered the employ of the Atlantic Paint Co. as chemist and superintendent of the varnish department.

During the ensuing ten years Messrs. Gibson and Homans assumed the entire active management and direction of the Atlantic Paint Co., becoming, in 1906, members of the firm, and later vice president and secretary, respectively.

Through their long association with this company, and their development of the paint specialties which, together with its various affiliated selling organizations, it has marketed in the last ten years, they have become thoroughly familiar with the details of manufacturing for the jobbing trade, bringing to the new association the experience of years and the knowledge of the jobber's particular requirements.

CENTRAL REFINING CO. INCORPORATES FOR $3,000,000

The Central Refining Co., of Lawrenceville, Ill., has recently incorporated under the laws of Delaware with a capital stock of $3,000,000, which has all been paid in.

The company has not only been particularly successful in operating as a refining company, but has also been very successful in developing and buying producing properties in the Illinois field, so that today the cash value of its whole business is much larger than several years ago.

The stock increase was to take care of a part of this increased value. For instance, the company now has fifty-four producing oil farms in the State of Illinois, all connected with the refinery by its own lines, having about 136 miles of 3 and 4-inch pipe, which mileage does not include the 2-inch branches.

The company has 287 tank cars of its own and a refining capacity of one million barrels per year.

The Galena Signal Oil Co., Franklin, Pa., has purchased a site adjoining the Standard Oil Company's station at Norfolk, Va., and will erect its southeastern headquarters there. The new station is expected to cost about $50,000 and will employ 24 men.

In his biennial report to the Mississippi State Legislature, Commissioner H. E. Blakeslee, of the Department of Agriculture, will ask for the enactment of laws for the inspection of oil. Blakeslee claims that the absence of inspection laws is resulting in the dumping of an inferior class of burning oils into that state.

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Refiners of Petroleum Products
FROM PURE PENNSYLVANIA CRUDE ONLY
Manufacturers of High Grade Lubricants

SCHLIEMANN'S OIL & CERESINE CO.
WHITE VISCOUS MINERAL OILS
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64°-68° Gasoline
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SEES BIG PROFITS FOR OIL COMPANY

Uncle Sam Oil Co. Head Claims Stock Will Pay 100% Dividends on Investment

The Uncle Sam Oil Co., of Kansas City, is preparing to offer a hundred million dollars' worth of stock on the market at $1.00 a share, par value, $100.00. This will make the stock of the company $200,000,000.

In one of his usual advertisements, the president of the company in his head lines says, by way of inducement to the industry, "100% dividends and 200% gain on the investment," and then on two lines below he adds, "altogether probable in eighteen months."

In the many columns of stuff that he offers the public, he says that as a growing concern the company is now worth easily $3,000,000, but feels quite sure if anybody offered them that much money, they would refuse to take it with scorn, and he argues that if they can get 300 more producing wells, increase their trunk pipe line and enlarge their refining capacity to a total of 20,000 barrels a day, he can see no reason why it should not enhance the value of the company, "so that it should sell from $18,000,000 to $20,000,000."

MEURER STEEL BARREL CO. TO SELL PRODUCT DIRECT

Beginning with January 1, 1914, the Meurer Bros. Co. ceased to act as the selling agents for the Anchor Steel Barrels and Storage Systems, manufactured by the Meurer Steel Barrel Co., Long Island City, N. Y.

Instead the Meurer Steel Barrel Co. has been incorporated, and under the name of the Meurer Steel Barrel Co., Inc., will handle its products directly with the trade. The headquarters of the company will remain at 569-577 Flushing avenue, Brooklyn, N. Y. The change in sales policy will result in no changes among the officers, Jacob Meurer continuing as president, with Mr. Kuhnla as vice president, A .Meurer, secretary, and W. W. Share, treasurer.

In addition to its former lines of steel barrels and storage systems under the "Anchor" trade mark, with the new year the Meurer company will place an additional line of steel storage barrels on the market under the trade name "Columbia."

The Economy Oil Co., Chicago, has moved its headquarters to its new building at W. 13th and Clinton streets, where it is better prepared than ever before to take care of its customers.

In announcing the change of address to the oil trade the Economy Co. sent out a postcard map showing plainly the location of its new offices. With the assistance of the map, anybody who knows anything at all about Chicago should have no difficulty in making their way to the Economy headquarters.

The Standard Oil Co. has commenced the erection of a number of automobile filling stations in Dayton, O. These will be built of sheet metal instead of concrete used in stations elsewhere.

The Story of Oil

The complete story of Petroleum, its origin, production, refining and its uses, is told by Sir Boverton Redwood, the world's leading authority on petroleum technology, in his "Treatise on Petroleum."

Nearly twelve hundred pages are required to give the many phases of this industry. Practically everything that has ever been known of petroleum and its products is contained in the three volumes composing the third edition of this work, which edition is just off the press.

Redwood's "Petroleum" is the standard authority of today, just as its previous editions have been the standards of the past score and more of years.

The following is a glimpse through the three volumes, taking the titles of the sections:

Historical Account of the Petroleum Industry.
The Geological and Geographical Distribution of Petroleum and Natural Gas.
The Physical and Chemical Properties of Petroleum and Natural Gas.
The Origin of Petroleum and Natural Gas.
The Production of Petroleum, Natural Gas and Ozokerite.
The Refining of Petroleum.
The Shale-Oil and Allied Industries.
Transport, Storage and Distribution of Petroleum.
Testing of Crude Petroleum, Petroleum and Shale-Oil Products, Ozokerite and Asphalt.
Uses of Petroleum and Its Products.
Statutory, Municipal and Other Regulations Relating to the Testing, Storage, Transport and Use of Petroleum and Its Products.

APPENDIX.

Statistics.
Marine Transport of Petroleum.
Import Duties Levied on United States Petroleum.
Thames Conservancy.

What is contained in each of these sections is best known by a sample from the one under Testing, taking only a few subjects in that section applying to tests of lubricating oils. They are:

Fluidity or Viscosity Testers (two described and discussed).
Viscometers (21 given, discussed and results compared).
Value of Viscosity test; friction testing machines; (14 instruments described and discussed).
Cold Test (two instruments).

Owing to the great demand for this work the first importation has been exhausted, but another shipment is now on the way, and will be available Feb. 1st.

The work is being sold to the oil trade by this paper. The three volumes are offered at $15.00 net, expressage prepaid.

Your order received now will be promptly filled from the second consignment now on the way to this country.

Send your check and order to

The National Petroleum News
819 Rose Building Cleveland, Ohio

Holidays Make Foreign Market Quiet

Mexican Eagle Oil Company Tells Stockholders They Made Good Money Last Year

(By Special Correspondent.)

LONDON, Dec. 23.—While a fair amount of business appears to have been done in the north of England—on the Liverpool and Manchester markets—there has been very little selling here during the past few weeks and with the approach of Christmas things are gradually getting quieter and the market is dull and sluggish. There has been no further change in prices with, if anything, a tendency to weakness, and a good deal of cutting has been done by all sellers in their desire to secure the little business that is going. The majority of buyers are pretty well covered for forward requirements and, in fact, not a few are suffering from "over-boughtness!"

What a contrast to this time last year! Prices had reached about their highest level and sellers were still revelling in the boom that is now to a great extent the cause of the present depression. It is no easy task to sell a man, even for delivery say the middle of 1914, if he has still to accept deliveries on contracts which cost him more than the present market price. Many good buyers are still in that position, and meantime they prefer to "hold off." Mineral colza and neutral oils for blending lamp and burning oils are naturally in fair demand at this time, but prices are badly cut through the keen competition. The demand for all grades, however, is very spasmodic.

MEXICAN FUEL OIL.

Fuel oil is fairly strong mostly due to the trouble in Mexico and the uncertainty of future supplies, but the Mexican Eagle group seem to have fair stocks on this side at present. It is interesting to note that the Mexican Eagle Company's profit and loss account for the year ending June 30 last shows a credit balance of nearly double the amount for the previous year, namely, Mexican, $8,166,517. Of this amount $2,607,090 has been placed to the fields for redemption account and $943,918 to depreciation reserve account, leaving a net profit of $4,615,510. To this has to be added the balance brought forward from the previous year, making a total of $5,247,315. The dividend of 8 per cent per anum on the preference share capital absorbs $680,000 and it is proposed to apply the balance as follows: Transfer to legal reserve account 5 per cent of the net profits, $230,775, and to carry forward $4,336,539.

The directors state that during the past year the company has secured 25 leases of a total area of over 50,000 acres and in addition has purchased a freehold estate of 30,000 acres, possessing good oil indications. The cost of acceptable oil lands especially in Mexico, is increasing every year, and all the great oil companies of the world are now operating either directly or through subsidiaries in northern Mexico, which leads one to expect that the Mexican fields will be amongst the largest, if not actually the largest producer in the world.

The results of the year's drillings have been satisfactory and the oil areas of two of the fields have been greatly extended and new wells of a prolific character have been brought in. A new field was brought in two months ago in the Los Naranjos district, the No. 1 well of which was coming in with a flow estimated at 5,000 barrels per day.

The erection of the first unit of the Tampico refinery is progressing satisfactorily, and it is anticipated that by next June it will be in full operation. The agreement under which the Anglo-Mexican Petroleum Products Co. purchases the company's export products is working smoothly and the sale of the company's crude is satisfactory. Large quantities of this are being supplied to the United States. The directors also state that they deplore the continuance of the unsettled state in some parts of the republic. Such unsettled conditions naturally add to the cost of operations and to the difficulties of carrying on the business of the company, but at the same time they were able to express gratification at the fact that the company, so far has suffered little direct interference with its operations. It is over twelve years since the first drilling operations were undertaken by the immediate predecessors of this company and since that time private enterprise supported by foreign capital has

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If it's made from oil, we have it
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"QUALITY OIL"
Pennsylvania Crude Makes It
SENECA OIL WORKS
Refiners of Pennsylvania Crude Only
WARREN, PA.

ALLEGHENY FOUNDRY CO., LTD.
WARREN, PA.

BUILDERS OF THE STRONGEST AND MOST DURABLE STEEL TANK CARS NOW RUNNING

spent huge sums in developing Mexico as an oil producing country. The Mexican Eagle Co. alone, with its allied concerns for transport and sales, has incurred a cash outlay of over $50,000,000.

It may be mentioned that the Anglo-Mexican Petroleum Products Co., Ltd., has closed important contracts, including a share of the British navy requirements for Mexican Eagle fuel oil, and that they are building two additional main depots in England for the storage and distribution of all classes of petroleum products.

The Eagle Oil Transport Co., Ltd. (in which the Mexican Eagle Oil Co. are probably the largest shareholders), have now added to their fleet the "San Hilario," which is the third of a series of ten tankers each with a dead weight capacity of over 15,000 tons of oil. She is practically similar to the "San Fraterno" and the "San Gregorio," both of which have been in active service for some time, carrying oil from the Mexican Eagle fields. The vessel is mainly intended for the fuel oil trade, but gasoline and other light oils can be carried if required.

NEW BRITISH OIL DEPOT.

Apparently to meet the increasing demand for storage, especially of fuel oil, a huge oil distributing depot is now under construction on the northern banks of the river Humber. The area covered is stated to be about 187 acres, and the depot, when completed, will be the largest in the north of England. A jetty, which protrudes 1,500 feet into the Humber, has already been completed at a cost of $150,000, as it is stated 26 feet of mud had to be dredged to allow of its construction, and over twenty huge storage tanks are being constructed, some of which will be capable of holding 5,000 tons of oil. Provision is being made to receive fuel oils, lubricating oils, kerosene and gasoline, in large tankers, and the oil will be pumped direct from the vessels. The Great Eastern Railway Co. are the promoters of the scheme, and they anticipate a large share of the shipments from Mexico, the States, Russia and Roumania.

GASOLINE MAY ADVANCE.

It is rumored that a further advance will be made in the price of spirit early in the new year, but it is hard to believe this when one considers the present market conditions, especially in connection with supplies.

It is not so very long ago that practically the whole of the business was in the hands of the Standard and Shell groups, and they could make the price what they liked. But now we have supplies coming in increasing quantities from independent sources, particularly from Roumania and Galicia, and a great many companies have been formed during the past half year or so for the marketing of these grades, and all sorts of mixtures and substitutes which seem to work successfully.

It is highly probable that in the near future there will be many satisfactory substitutes offered on the market at reasonable figures and, of course, it is possible that the combines intend to get all they can while they may by putting up prices until strong competition forces them down again, but it is difficult to foretell what their policy will be. It is reported that there will be another patent fuel flotation in the new year. The directors of the Premier Tarless Fuels, Ltd., which is one of a small group of companies that have been working an experimental plant at Battersea, in the southwest of London, state in a circular to the shareholders that they have entered into an arrangement with an influential group for the formation of a company for the acquisition of a license to use the Tarless Fuel process in the south of England and Ireland. Preliminary agreements have been signed, and the company has received a substantial cash deposit. The contracting parties state that it is their intention to make a public issue of the new company early in the new year and to commence the erection of a plant to treat 200 tons of coal per day immediately after.

Alcohol is going to receive more attention and the Imperial Motor Transport Council is forming a special committee to investigate the possibilities of alcohol as a motor spirit. It is stated that the committee will require $50,000 a year, and that all materials from which alcohol can be obtained, such as maize, potatoes, the prickly pear of Australia, and even shavings and sawdust, will be taken into consideration by the committee. Sir Boverton Redwood, adviser on petroleum to the Admiralty and member of the Imperial Motor Transport Council, speaking at a recent meeting of the Junior Institution of Engineers, said:

"By the adoption of suitable processes of fermentation and distillation, alcohol can be made in unlimited quantities from vegetable products at a cost which would probably ad-

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WARREN, PENN'A
Manufacturers of High Grade Burning Oils
Gasoline and Filtered Cylinder Stocks
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RIVERSIDE OIL COMPANY
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GENERAL OFFICES: Union Bank Building, PITTSBURGH, PA.
OKLAHOMA OFFICE: Central Nat'l Bk. Bldg., Tulsa, Okla. FRANK P. PETERSON, Mgr.
GASOLINE Scientifically Blended It Pleases the Trade Gravities 68° to 86°
PROMPT SHIPMENTS CAN BE MADE FROM ANY OF THE FOLLOWING POINTS:
Zeno, Pa. Noblestown, Pa. Sistersville, W. Va. Ellenboro, W. Va. Chicago, Ill. Glenpool, Okla.

mit of its profitable sale at 24 cents a gallon. There is thus the opportunity for the creation of a new industry which would be of incalculable benefit to our oversea dominions. The first step, however, is to furnish adequate evidence that alcohol is an available and effective substitute for petrol, for it would be unreasonable to expect the government to give the necessary facilities for the use of alcohol as fuel until this has been done."

ASIATIC PETROLEUM CO.

Quite an event in the history of the London oil trade was the recent opening of the new offices erected by the Asiatic Petroleum Co. The building is called Saint Helens Court, and is situated in Great St. Helens, E. C. There was a reception on the opening day and probably the most notable assembly of oil men that has ever taken place in London gathered in the offices of the Asiatic and inspected the new building, which stands in the very heart of the city of London.

The building occupies over a quarter of an acre of ground, has eleven floors and has a total cubic capacity of 1,000,000 cubic feet. The front is of solid grey Aberdeen granite and the other elevations either of white glazed bricks or fireclay. There are three elevators and two staircases, and the whole building is electrically lighted by deflected light, and heated throughout by atmospheric steam. All the principal rooms are fitted with electrically synchronized clocks. There is plenty of room for the staff, which numbers 350, but it is reported that the company has already made preparation for any necessary extensions by acquiring the adjacent land. With their many activities it is probable they will need further accommodation in the near future. The Asiatic Petroleum Co. is practically a subsidiary of the Shell group, it being controlled by them through the Anglo-Saxon Petroleum Co., Ltd., which is directly controlled by the Royal Dutch and Shell Transport companies.

The Asiatic Petroleum Company's offices are the London headquarters of the Royal Dutch Co., but are not of the Shell which, as the "junior principal" in the group, has offices of its own in Bishopsgate, London.

The Asiatic is the marketer for the group in the Far East, and has, of course, many subsidiaries of its own. They are as follows:

	Capital
Asiatic (Egypt)	£200,000
Asiatic (India)	555,000
Asiatic (Straits Settlements)	250,000
Asiatic (Federated Malay States)	250,000
Asiatic (North China)	500,000
Asiatic (South China)	350,000
Asiatic (Siam)	.....

The earnings are reported to be enormous, but as it is technically a private company its dividends are not disclosed.

It is also associated with the Europaische Petroleum Union, the marketing organization for lamp and other oils in Central and Western Europe, and it is also connected with the Continental marketers of benzine, such as the Vereinigte Benzinwerke of Hamburg, the Benzinwerke "Rhenania" with depots at Dusseldorf and Ludwigshafen on the Rhine, Magdelburg and Wilhelmsburg on the Elbe, and Regensburg on the Danube.

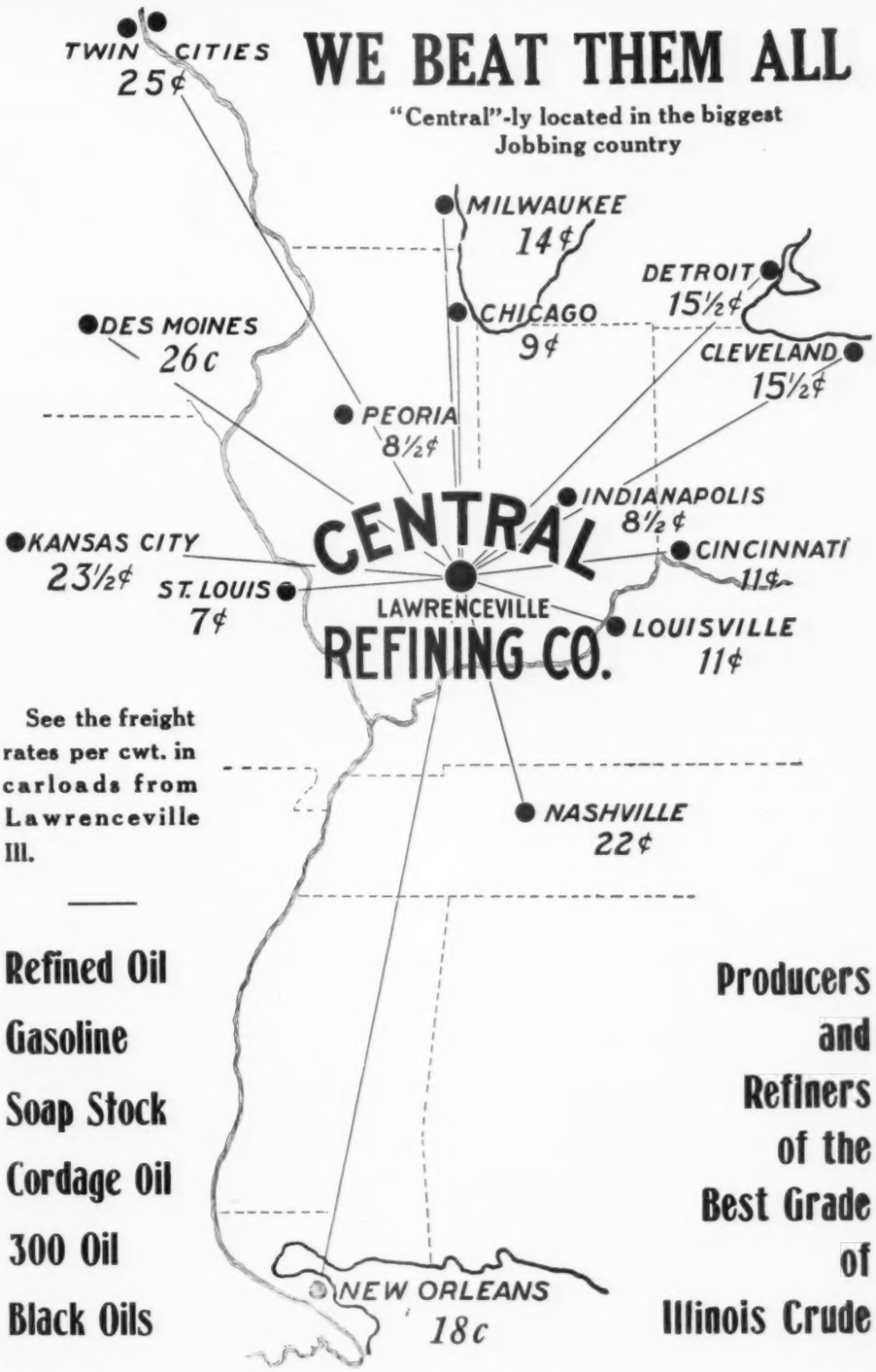
At present the consumers of petroleum products in Russia are arranging a conference to discuss the terms of an appeal to the government. The committee of the Baku Stock Exchange, which is of a semi-official character, has already prepared a memorandum to be read to the conference and the following conclusions were arrived at after serious deliberation:

"The committee looks upon the prices of oil in 1912, and particularly in 1913, as abnormally high, and is of opinion that the government and the public should take most decisive steps to alter the present condition of affairs.

"The committee admits that there has been a considerable increase in the expenses of drilling and operating oil wells, but thinks this increase is totally inadequate to explain the large increase in price to the consumer. It attributes the latter to the excess of the demand over the supply."

The committee also proposes that an extension be granted of the time during which fuel oil can be imported duty free, as it is of the opinion that this would prevent any further rise in the present market figures. Another of their proposals is that new oil bearing fields should be opened up for development without delay.

The Russian government are already making new regulations in order to bring under development large areas of oil bearing lands in the Baku district in view of the ruling high price of all petroleum products. It is reported that the Ministry of Trade and Commerce has decided to evict the occupiers of some 5,400 acres in the Surakhany and Amird-



jan portions of this district, suitable compensation being offered. It has also been resolved to acquire additional land in the adjoining localities of Bulburdy and Romany.

Many oil operators were disappointed at the recent auctions of government oil land in Baku district and on appealing for the opportunity of developing government property by private treaty, the ministry has agreed to release 27 plots at Saboontchi, each plot having an area of fully 30 acres. The terms of the lease are very easy, practically consisting of the obligation to pay the government a royalty of 35 per cent on the oil produced. The minimum quantity on which royalty is to be paid being reckoned at 300,000 poods. A further advantage to holders will be that the time limit during which the plots must be brought into production has been indefinitely extended.

MEXICAN OIL IN RUSSIA.

Twenty-four thousand tons of fuel oil have already been delivered in Russia duty free under the recent remission of customs duty. Three of the Eagle Oil Transport Company's tankers carried cargoes of Mexican fuel oil to Russian ports. They were:

"San Ricardo," which carried 8,000 tons to Batoum; "San Tirso," with 8,000 tons, also to Batoum; "San Eduardo," with a further 8,000 tons, reached Batoum on the tenth of December.

GERMANY QUIET.

The most interesting thing in oil doings is the quiet but continued activities of those who mean to break the power of the Standard Oil Co. on the German market. This activity is not only in preparation of the "hoped for" passing of the refined oil monopoly bill, but in connection with gasoline. The Steana Romana, for instance, is reported to be sending large consignments of spirit into the German market and that they are in a position to accept lower prices than most sellers. They are, however, principally devoting their energies to increasing their command of large quantities of Roumanian and Galician oil for the future requirements of Germany's trade in refined oil. Another group no less active in this connection appears to be the European Petroleum Union, but it seems to be negotiating for supplies other than the continental productions, such as the Independent supplies in the States.

SUES TO GET BARRELS INSTEAD OF GALLONS

The difference of opinion between T. E. Purcell, a garage owner at Atlanta, Ga., and the Texas Co., as to whether the terms of a contract entered into by the two covered barrels or gallons of gasoline led to a suit in Federal Court. Purcell claimed the contract covered the delivery to him of 50,000 barrels of gasoline at 11 cents per gallon, while the Texas Co. held the contract demanded only 50,000 gallons. The court decision decided the claim in favor of the Texas Co.

Eighteen employes of the Kentucky Consumers' Oil Co. enjoyed a banquet at the Tyler Hotel at Louisville, Ky., recently. Everybody had a fine time until Ed Hilp got up to make a speech. However, they all recovered before going home time. Did you ever hear Ed orate?

NEW HIGH GRADE REFINERY RUNNING

West Virginia Plant Starts off at 650 Barrels a Day

With the first of the new year, the new refinery of the High Grade Oil Refining Co. at St. Marys, W. Va., began to run crude through the stills. One 650 barrel still is already in operation and two others of the same size are expected to be ready for use within a short time.

For some weeks past the High Grade Pipe Line Co. has been busy connecting up tanks on the leases near the new refinery, the first crude run into the line being from the tanks of the West Virginia Limited. Besides this company, the tanks on the leases of the Gallagher Oil Co., Russel & Co., Bradford and McMahon, and others have been connected to the new plant. Later on lines will be extended to Arvilla.

NEW ORLEANS JOBBER SUFFERS BAD FIRE

A fire which started from a leaking oil heater in the office of the Star Lubricating Oil Works, New Orleans, La., early in the morning of December 10, destroyed the entire stock of the Star Co., gutted the building in which the office was located, and drove dwellers on the upper floors of the building into the street in scanty attire. The loss was about $15,000.

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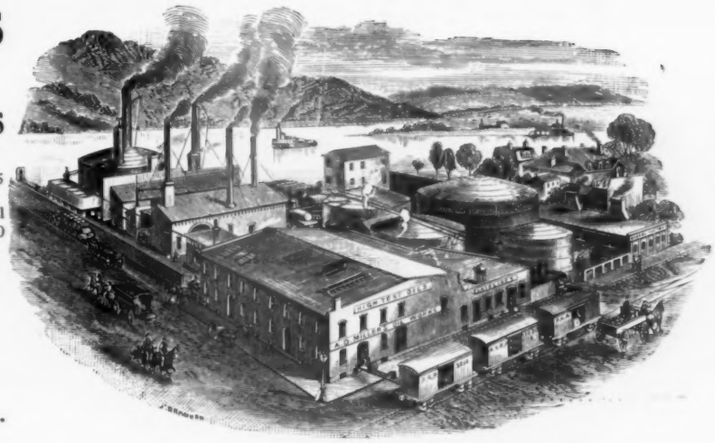

Price Indicator for Mid-Continent Field

Oklahoma and Kansas, being official figures of the Prairie Oil & Gas Company, Gulf Pipe Line Company and Texas Company and Independent lines, with stocks of the latter estimated.

	Runs.	Shipments.	Stocks	Prices at the Wells
1911.				
January	4,136,352	4,347,119	50,272,506	$0.44
February	3,927,572	4,100,337	50,070,938	.44
March	4,631,308	4,551,597	50,539,839	.44
†April	5,010,351	4,467,832	52,659,839	.46
May	4,868,093	4,590,813	51,246,470	.46
June	4,655,117	4,571,168	52,804,724	.48
July	4,617,378	4,775,453	52,272,420	.48
August	4,613,899	4,710,733	51,087,764	.48
September	4,433,096	4,580,966	49,892,178	.50
October	4,521,700	4,366,600	50,726,829	.50
November	4,261,070	4,321,832	50,272,560	.50
December	4,087,224	4,987,064	50,260,203	.50
1912.				
January	3,857,448	4,086,845	49,876,465	.57
February	3,719,798	4,043,391	49,607,961	.60
March	3,826,496	4,160,440	49,371,119	.60
April	3,671,572	4,308,151	49,022,689	.64
May	4,171,483	4,437,366	49,022,614	.68
June	4,162,648	4,538,179	48,752,055	.68
July	4,468,873	4,508,362	48,865,091	.70
August	4,703,036	4,822,467	48,751,731	.70
September	4,482,978	4,758,817	48,301,432	.70
October	4,896,647	4,927,450	48,093,614	.70
November	4,790,734	4,831,615	47,794,788	.76
December	5,039,393	5,048,471	47,695,447	.83
1913.				
January	5,046,196	4,993,618	47,678,070	.88
February	4,802,513	4,376,996	47,889,151	.88
March	5,398,883	4,949,155	48,391,425	.88
April	5,374,263	4,914,348	49,412,506	.88
May	5,417,057	5,032,706	49,928,680	.88
June	5,168,817	4,880,836	50,371,176	.88
July	5,240,917	5,222,791	50,500,792	.98
August	5,336,794	5,314,566	50,532,698	1.03
September	5,368,619	5,245,826	49,359,240	1.03
October	5,716,628	5,132,251	50,734,727	1.03
November	5,728,813	5,048,848	51,334,631	1.03

Export Market

The following has long been termed the "official" or "New York Produce Exchange export oil market." It is kept in a "private" book for "statiscal purposes only."

Refined oil in bulk, Standard White and Water White at New York and Philadelphia in cents per gallon.

	S. W.	W. W.
Opened, Dec. 1, 1913	5.25	6.25
Closed Dec. 31	5.25	6.25
Latest Quotation Jan. 8	5.25	6.25

Plans for the improvement of the Texas Company's plant at North Lockport, Ill., made public recently, call for the erection of several new buildings and the enlargement of a number of the old ones.

The Indian Refining Co. will make Columbia, S. C., its distributing point for South Carolina. Branch distributing stations have also been established by the same company at Greensboro, North Carolina, and Richmond, Virginia.

Fire of doubtful origin broke out in the wagon shed of the Wadhams Oil Co., Milwaukee, December 20, but was extinguished before much damage resulted. Loss about $350.

BURNS OIL COKE IN THE DOMESTIC STOVE

Residents of Edwardsville, Mo., are telling their friends in other cities that the coal they are burning in their stoves and furnaces was pumped through an eight-inch line from points hundreds of miles away.

Only the coal is not coal, but petroleum coke, the residue from the crude refined at the Wood River (Mo.) refinery of the Standard Oil Co. Selling at $8 a ton, which is four times the cost of soft coal mined right in the city, Edwardsville residents have found it an excellent fuel and are using a great deal of it, the only fault they find with it being that it will not "hold fire" overnight; as it requires plenty of air to keep it alive.

Samuel F. Sanders, secretary and treasurer of the Red "C" Oil Manufacturing Co., Baltime, Md., was stricken with paralysis Sunday evening, December 20, and died within a few minutes. He is survived by a widow and two sons. For many years before entering the oil business Mr. Sanders was a tea merchant.

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Price Indicators for Producers and Marketers

PENNSYLVANIA.

The following table covers all runs from wells east of the Illinois field, while the shipments include also oil west of that territory. Gross stock figures cover all stocks of all kinds of oil held by the Eastern lines. Prices quoted are by the S. O. group of lines, only North Lima is quoted for brevity, as South Lima is always five cents lower. All prices are at closing of the month:

1911.	Runs.	Shipments.	Gross Stocks.	Stocks of Pa. Grade.	Price of Pa. Grade.	Stocks of Lima-Ind.	Price of Lima-Ind.
January	2,362,732	5,724,056	15,523,308	4,486,088	$1.30	4,317,175	$0.82
February	2,244,812	5,076,553	15,959,531	4,535,902	1.30	4,383,561	.82
March	2,500,542	5,508,624	15,959,531	.....	1.30	.....	.82
April	2,334,829	5,654,798	15,759,035	.....	1.30	.....	.82
May	2,561,885	5,804,015	15,548,097	.....	1.30	.....	.82
June	2,420,768	5,381,904	16,346,540	4,541,906	1.30	3,724,478	.82
July	2,143,366	5,953,270	15,928,715	4,198,692	1.30	3,724,478	.82
August	2,270,443	5,652,992	15,780,145	4,071,571	1.30	3,840,093	.92
September	2,133,340	5,670,278	15,300,054	3,758,182	1.30	3,207,020	.84
October	2,188,334	6,000,317	14,239,369	3,523,285	1.30	3,201,967	.84
November	2,023,108	5,149,269	14,152,613	3,471,669	1.30	3,302,854	.84
December	2,176,369	7,146,435	12,399,553	3,493,874	1.35	2,896,457	.84
1912.							
January	1,809,624	7,178,469	13,455,640	3,591,920	1.50	2,967,238	.92
February	1,936,973	6,988,600	13,083,228	3,791,735	1.50	2,990,298	.95
March	2,399,796	7,658,727	12,491,170	3,965,689	1.50	3,010,540	.98
April	2,475,429	5,984,488	11,658,625	4,052,141	1.55	3,022,377	1.00
May	2,638,288	7,520,630	11,620,775	4,233,146	1.55	2,494,149	1.02
June	2,517,194	7,467,739	11,320,615	4,168,146	1.60	2,515,578	1.02
July	2,575,483	7,326,986	10,908,167	4,114,242	1.60	2,151,647	1.04
August	2,582,757	6,918,272	11,315,925	3,861,026	1.60	2,307,331	1.04
September	2,253,815	5,331,264	11,248,198	3,720,398	1.60	2,444,979	1.04
October	2,380,025	6,151,569	10,616,324	3,386,484	1.65	2,135,500	1.07
November	2,125,020	5,415,203	10,340,681	3,408,784	1.85	2,134,642	1.13
December	2,280,323	5,301,569	10,422,467	3,499,751	2.60	2,297,860	1.25
1913.							
January	2,244,978	5,355,717	10,191,283	3,555,852	2.50	2,338,451	1.37
February	2,021,132	4,769,906	10,145,879	3,673,992	2.50	2,238,048	1.37
March	2,059,994	3,749,084	10,002,976	3,717,662	2.50	2,132,305	1.37
April	2,379,743	5,149,737	10,054,231	3,735,756	2.50	2,229,721	1.39
May	2,300,678	5,610,535	9,688,390	3,781,304	2.50	2,045,212	1.39
June	2,235,906	5,537,417	9,791,996	3,682,118	2.50	1,955,272	1.39
July	2,297,085	5,255,084	9,761,770	3,738,405	2.50	2,031,608	1.39
August	2,175,363	5,404,748	9,948,056	3,758,255	2.50	1,943,838	1.39
September	2,182,018	4,984,509	10,074,039	3,997,833	2.50	2,026,512	1.39
October	2,277,464	5,311,826	10,055,788	4,067,088	2.50	1,778,508	1.39
November	1,995,572	5,234,156	9,358,848	3,909,230	2.50	1,645,457	1.49

ILLINOIS.

Figures of the Ohio Oil Company taking oil in the state of Illinois, represent all but some 225,000 to 250,000 bbls. taken from that field each month by the Tidewater Pipe Company and Independent refiners.

1911.	Runs.	Shipments.	Stocks.	Price.
January	2,169,878.48	933,860.48	26,243,014.79	$0.60
February	1,994,231.42	838,565.73	25,635,245.01	.60
March	2,589,634.97	1,218,111.33	23,997,495.65	.60
April	2,173,939.43	1,022,936.26	24,005,009.96	.63
May	2,299,881.16	1,132,231.25	24,129,387.96	.63
June	2,208,358.29	1,174,211.17	28,195,749.12	.65
July	2,292,926.66	1,231,534.42	22,714,182.54	.65
August	2,340,877.21	1,206,244.36	22,265,927.92	.65
September	2,179,591.49	1,252,987.72	21,904,718.65	.67
October	2,195,407.56	1,352,605.31	21,359,482.42	.67
November	1,996,321.16	1,304,662.46	20,211,934.37	.67
December	2,088,368.54	1,454,393.63	19,131,677.63	.69
1912.				
January	1,870,413.30	1,350,621.49	18,393,303.04	.75
February	1,872,169.87	1,387,078.48	17,706,834.72	.78
March	1,970,421.14	1,532,428.26	17,278,537.27	.81
April	1,935,015.12	1,420,013.29	17,001,287.72	.83
May	2,104,689.43	1,301,726.71	16,636,328.76	.85
June	2,099,719.88	1,302,536.95	16,235,352.83	.85
July	2,241,787.12	1,327,328.66	15,689,993.67	.87
August	2,013,419.46	1,306,562.64	14,682,822.79	.87
September	1,885,225.99	1,359,968.05	13,949,064.15	.87
October	1,915,926.31	1,401,806.61	13,039,507.24	.90
November	1,700,704.92	1,230,356.57	12,307,724.81	.96
December	1,633,536.83	1,206,516.09	11,598,519.08	1.08
1913.				
January	1,614,667.45	1,201,633.58	11,134,331.94	1.14
February	1,366,718.50	1,042,833.77	10,366,955.03	1.25
March	1,478,900.43	1,172,521.87	9,966,083.21	1.25
April	1,479,791.92	1,139,433.56	9,486,416.02	1.30
May	1,573,150.55	1,226,624.90	8,990,143.47	1.30
June	1,493,690.77	1,161,666.87	8,111,628.56	1.30
July	1,557,197.98	1,121,491.99	7,618,890.71	1.30
August	1,506,112.05	798,843.16	6,934,310.20	1.30
September	1,469,552.16	1,039,266.97	6,478,498.50	1.30
October	1,515,010.47	1,115,450.85	5,782,397.32	1.30
November	1,407,188.83	810,906.88	5,875,837.39	1.45

Crude Markets

Quoted by the predominating pipe line company in each field. All prices are at the well in barrels of 42 gallons.

Corrected to January 8, 1913.

Eastern Fields.		Prices Jan. 1, 1912.
Pennsylvania	$2.50	$1.35
Mercer black	2.00	.87
New Castle	2.00	.84
Corning	2.00	.77
Cabell	2.07	.94
Wooster, O.	1.91	.84
North Lima	1.49	.84
South Lima	1.44	.79
Indiana	1.44	.79
Princeton	1.35	.67
Somerset	1.35	.79
Ragland	.70	.48
Illinois	1.45	.67
Canada	1.89	1.24
Mid-Continent.		
Kansas and Oklahoma, all grades	1.03	.50
Texas Fields.		
Electra	1.05	.53
Petrolia (Henrietta)	1.05	.53
Corsicana light	1.05	.58
Corsicana heavy	.80	.53
Spindletop	.95	.70
Sour Lake	.90	.65
Humble	.90	.65
Batson	.90	.65
Saratoga	.90	.65
Dayton	.80	.65
Louisiana Fields.		
Caddo, above 38 deg.	1.05	.62
Caddo, 35 deg.	.95	.40
Caddo, 32 deg.	.90	—
Caddo, crude	.75	—

CALIFORNIA.

(Standard Oil Company prices.)

San Joaquin Valley.

Also includes Kern River, Coalinga, Midland, Sunset, McKittrick and the Lost Hills.

18 to 20.9 degrees	$ .35
21 to 23.9 degrees	.50
24 to 26.9 degrees	.55
27 to 28.9 degrees	.60
29 to 29.9 degrees	.70
30 to 30.9 degrees	.75
31 degrees and lighter	.80

Ventura County.

Under 20 degrees	$ .45
20 to 20.9 degrees	.50
21 to 21.9 degrees	.55
22 to 24.9 degrees	.70
25 to 27.9 degrees	.80
28 to 29.9 degrees	.90
30 to 30.9 degrees	.95
31 to 31.9 degrees	1.00
32 to 32.9 degrees	1.05
33 degrees and lighter	1.10

Whittier-Fullerton.

Including Olinda, Brea Canyon, Coyote Hills and La Habra Valley.

18 to 21.9 degrees	$ .60
20 to 24.9 degrees	.65
25 to 27.9 degrees	.75
28 degrees and lighter	.85

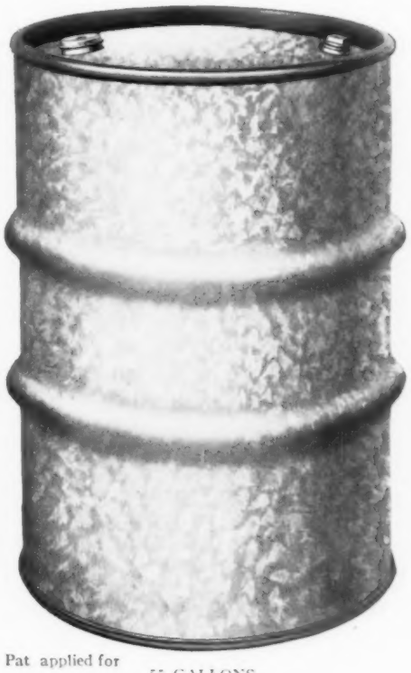
ATLAS SALESMEN HAVE ANNUAL CONVENTION

The southern branch of the Atlas Oil Co., of Cleveland, O., held a sales convention at Atlanta, Ga., the middle of December, and plans were announced that seven new salesmen would be added to the branch after January 1, giving the Atlanta office a firing line force of twenty-two men. Georgia, Alabama, South Carolina and Florida, the states covered from the Atlanta office, were represented. The convention ended with a banquet at the Piedmont Hotel.

PACIFIC REFINERY HAS BIG LOSS BY A FIRE

Fire which started from the engine of an automobile delivery truck spread to the plant of the Pacific States Oil Refineries at Oakland, Cal., December 18, destroying the main portion of the plant and causing a loss estimated at $250,000. For hours the entire Oakland fire apparatus battled to keep the flames from spreading to the 50,000 barrel storage tank of the Southern Pacific Railroad directly across the street, before they were able to get the fire under control.

STEEL BARRELS



Pat. applied for

55 GALLONS

No. 2 Galvanized

Pat. applied for

55 GALLONS

No. 2 Black

This barrel meets requirements of the Interstate Commerce Commission specifications No. 5

Let us hear from you regarding your requirements
We make Steel Barrels for all purposes

Write us for Catalogue

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Jet Black Harness Oil Stock
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